How Sausage Maker Should Figure Costs Told in this Issue

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THE
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

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A STUDY OF SAUSAGE COSTS

Guide for the Sausage Maker in His Figuring

Like the meat packer, the sausage manufacturer in the past has been too much in the habit of conducting his operations on the "by guess or by gosh" basis.

"Cost accounting" is an expression that may have a formidable sound to some people. But the packer who has given it serious consideration has found it to be a life-saver for his profits—and even the packer is only beginning to realize the value of figuring these things out in the right way.

What the Committee on Cost Accounting of the Institute of American Meat Packers did for meat packers a similar committee of the Chicago Packers' and Sausage Makers' Association is now doing for sausage makers. This committee includes: Oscar G. Mayer, Oscar Mayer & Co., chairman; W. H. Gausselin, Mutual Sausage Co.; George Lettie, Arnold Bros.; E. W. Klingbeil, Standard Sausage Co.; and Harry Ward, Real Sausage Co.

THE NATIONAL PROVISIONER presents here the report of this Committee on a study of sausage costs. This report is the result of careful study of the whole situation, and is framed in terms so clear and plain that any operator should be able to understand and make use of it.

A sample test card for figuring any single sausage operation is shown, and a graph outlines the whole method of following out the figuring to get at total costs.

For Both Small and Large.

The Committee calls attention to the fact that while this study has been prepared with the small sausage-maker in view, it is just as useful for the packer who departmentizes his business. This fact should be kept in mind, and it is to the credit of the Committee that it has done its work in a fashion that will make it useful both for small and large operators.

The report is as follows:

SAUSAGE COSTS.

[INTRODUCTORY NOTE.—The following has been written with the small sausage maker in view, in that it does not presuppose departmentization of the business. Packers who have separate sausage departments will interpret this article properly if they will look at it from the standpoint of the sausage department only, figuring their sausage department to be on the same basis as is the entire business of the smaller sausage maker.]

1. **Form.**—A form is here presented which has been used successfully for many years in the figuring of sausage costs. Its use is well illustrated in the example submitted herewith.

2. **Formula.**—It is advisable whenever possible to have a formula in the hands of the sausage foreman, calling for a standard block, mixer or chopper, or whatever the unit may be, of any given sausage. This formula can be changed whenever the markets or changing requirements of trade make it necessary.

The captions on the test card, reproduction of which is shown herewith, will now be taken up in order as listed.

3. **Ingredients.**—The various ingredients in the particular sausage should be listed under the caption "Ingredients," together with the weight used, and priced at the cost of these ingredients in the sausage room. If these ingredients are retrimmed or in any way rehandled before reaching the sausage room, the expense

SAUSAGE TEST CARD

DATE____________________

Frankfurts *Wide Sheep*

INGREDIENTS	WEIGHT	PRICE	DEBIT	CREDIT
Regular Beef	*40*	*8½*	*3.40*	
Regular Pork Trimmings . .	*40*	*6*	*2.40*	
Beef Cheek Meat	*40*	*4*	*1.60*	
Tripe	*30*	*2½*	*.75*	
	150		*8.15*	
CREDITS				
Meat Not Stuffed	*7*	*3.88*	*.38*	
NET INGREDIENT COST	*143*		*7.77*	

GREEN WEIGHT		*150*	PRICES O. K.
CHOPPED "		*210*	
STUFFED "		*216*	
FINISHED "		*185*	FIGURED BY
SELLING SHRINK	*5%*	*9*	
SHRUNK WEIGHT		*176*	
SOLD YIELD FROM STUFFED		*81%*	
" " " CHOPPED		*84%*	SALES PRICE O. K.
" " " GREEN		*123%*	
STANDARD YIELD		*125%*	
INGREDIENTS	PER CWT.	*4.41*	
CASINGS	" "	*5.00*	
SPICES	" "	*.25*	
SUPPLIES	" "		
LABOR	" "	*1.75*	
OVERHEAD	" "	*1.50*	
MFG. COST	" "	*12.91*	
SELL. & ADM.	" "		
COST TO SELL	" "		
SELLING PRICE	" "		

thereby incurred must be added to the cost of the ingredients.

The debit column on the test card is for the purpose of extending the value of the ingredients entering the sausage. The credit column is for the purpose of recording credits to be allowed for material charged in, but not used in the test under consideration. A typical example of a credit is illustrated in recording 10 lbs. of meat not stuffed. The total credits subtracted from the total debits give the net ingredient cost of this batch of sausage.

4. **Green Weight.**—Green weight is obtained by adding weights of ingredients less weight of credits, reduced back as nearly as possible to green weight.

5. **Chopped Weight.**—Chopped weight is weight of all ingredients which are to be stuffed.

6. **Stuffed Weight.**—Stuffed weight is actual stuffed weight with tare allowance for trucks and sticks.

7. **Finished Weight.**—Finished weight is the actual net weight of product obtained shortly after the sausage is finished and pretty well cooled.

The Way to Make Tests.

8. **Shrinkage.**—In most establishments, however, this finished weight is not realized in final sales, on account of loss through breakage, weighing in small drafts, natural shrinkage, pilferage and returns.

It is therefore necessary to make actual tests as to the amounts of the various kinds of sausage which are actually billed out on a given test, which must be followed right through from the beginning. At times it may take two or three days before the entire batch of sausage is sold, but these tests, if once made properly, do not have to be very frequently repeated, and it is certainly advisable that each packer make tests of this kind.

It will be found that, depending upon the kind of sausage and the method of marketing, from 2 to 6% of the finished weight is lost in the actual billing to customers. It is therefore necessary to make a certain percentage deduction from the finished weight shown on the test card to arrive at the amount of sausage actually sold. The deduction necessary should be made in the caption entitled "Shrink."

9. **Shrunk Weight.**—This is the weight of product after proper shrink has been deducted. It represents the net quantity marketed and is the weight used in obtaining costs per cwt. in paragraphs 14, 15, 16, 17, 18, and 19.

10. **Yield from Stuffed.**—This is obtained by dividing green weight into stuffed weight. It is a check upon the smoking and cooking shrink, as well as ingredients used in formula.

11. **Yield from Chopped.**—This is obtained by dividing green weight into chopped weight. It is a check upon stuffing and linking.

12. **Yield from Green Weight.**—This is obtained by dividing green weight into the shrunk weight. It checks up the uniformity of the formula and operation on the complete test.

Comparing Tests to Check Averages.

13. **Standard Yield.**—It is very interesting to compare the yield obtained on any specific test with what might be termed the standard yield for this type of sausage, as based upon many previous tests. This will very often act as a check against error in any given test. The "Standard Yield" is inserted into this caption.

14. **Ingredients Per Cwt.** — Dividing shrunk weight into net ingredient cost gives the **ingredient** cost per cwt.

15. **Casings Per Cwt.**—This is arrived at by taking a certain number of sets, hanks, bundles or pieces of the various kinds of casings of known cost, and following a batch of sausage on which these casings have been used right through to the final shrunk weight, so as to arrive at the full casing cost per cwt.

It must always be remembered that shrunk weight is the vital weight in the making of sausage tests.

16. **Spices Per Cwt.**—This cost is obtained by dividing total cost of spices in the formula by shrunk weight. It is generally uniform for all types of fresh sausage.

17. **Supplies Per Cwt.**—By supplies is meant any additional wrapping, carton or box which is indispensable to the proper marketing of the commodity; as, for example, cartons for fresh pork sausage, wrappers for boiled hams, veal loaves, etc. This cost must include also the labor of packing. The cost of the supplies used in the test, divided by the shrunk weight, will give the cost per cwt. of these direct supplies.

Method of Figuring Labor Costs.

18. **Labor Per Cwt.**—This is to be figured three ways in the sausage department on (1) heavy, (2) medium, and (3) light sausage:

Class 1 Heavy is sausage stuffed into beef bungs or bladders, and is to be the unit cost.

Class 2 Medium is sausage stuffed into rounds (except garlic), middles and hog bungs. It will carry two times the cost of heavy sausage.

Class 3 Light is sausage stuffed into hog casings, sheep casings, and garlic sausage. It will carry three times the cost of heavy sausage.

(Continued on page 26.)

Meat Trade Trying to Move Hams

The low price of hams has been disturbing packers and retailers for the past few weeks. Ham values have been entirely too low compared to hogs. All efforts possible are being made to stimulate the consumer demand, and to clear the large stocks of hams on hand before the end of the ham season.

With the discussion of the low prices and the efforts to move hams into consumer channels, there has been a great deal of inquiry as to the reasons for this situation. The matter has been made a special subject of study by the U. S. Department of Agriculture, as well as those in the trade most directly interested. Secretary of Agriculture Wallace sums up the situation by saying that the chief reasons for low-priced hams today are, first of all, the heavy receipts of livestock during the last couple of months, and second, the unfavorable climate conditions in England, which takes many hams normally, as well as a cold summer in the United States. This is the view taken also by such authorities in the Eastern meat trade as August F. Grimm, chairman of the Meat Council of Greater New York.

Secretary Wallace says:

"Wholesale prices of hams have dropped from two to five cents a pound in the last two or three weeks.

"The amount of the drop varies somewhat in different cities. The decline is due to the heavy receipts of hogs at the principal markets and the slowing down of the export trade due in part to cool weather in England. Consumers should, therefore, be able to buy best hams now at from two to five cents less than a few weeks ago.

"In this connection it is interesting to note that the scientists of the Department of Agriculture who have been studying different foods recently reported that tests of fresh ham, smoked ham, and pressed boiled ham all indicate that ham is relatively rich in vitamines, those mysterious beneficial elements which have been found to be so necessary to the most vigorous health."

Low New York Ham Prices.

New York housewives, if they knew the reason, would be thanking the cold and disagreeable weather which the English have suffered recently for the low prices at which fine hams are being sold, declares August F. Grimm, chairman of the Meat Council of Greater New York.

"Londoners' spoiled vacations are helping New Yorkers' picnics and auto and camping tours by providing plentiful hams at unusual prices," says Mr. Grimm. "Great Britain is one of the best export markets this country has for hams and usually there is a big demand at this season. But the chilly and rainy weather has turned the English appetite to hot meat dishes and away from cold ham lunches. Belgium, also, which is one of our good export outlets, has been experiencing unseasonable weather and has cut down its demand for hams.

"Wholesale ham prices have therefore come down from fifteen to twenty-five per cent, because the packers' cellars are overstocked with hams. Ham is relatively cheap as compared with normal prices for this meat, and also as compared with other meat products. At the present time wholesale prices on ham range from 20 to 30 cents.

"Butchers who have taken advantage of these low prices have been able to put on special sales of ham and the housewife who bears this in mind will find some real bargains. Ham, of course, is particularly popular at the present season of the year because it is easily prepared in a hundred ways for quick, nourishing meals which are very appetizing in hot weather.

"Better weather in England and the continent, will naturally stimulate the demand over there. Housewives should therefore get the most out of the present situation."

Causes of Market Condition.

There are also other causes of the low prices of hams that explain the stocks of hams being about 71,000,000 pounds at present, whereas the normal stocks should be around 50,000,000 pounds. The fact that at the same time as there came the increase in hog receipts, there were also two national industrial strikes in progress, the coal and the railroad strikes, cut down the demand for hams very greatly. Coal miners have always been among the best buyers of hams, and they naturally stopped their buying while on strike.

Another reason for the accumulation of stocks of hams is that the heavy receipts of hogs brought somewhat of a decline in hog prices. There was, in consequence, an increased opening for fresh pork. The packer had to meet this demand, and in killing the hogs required he was simply adding to already large ham stocks.

At the present time, while the wholesale prices of hams are down enough to make the buying of hams a bargain for the housewife, the difficulty in moving hams to the consumer is that strikes and general industrial unrest are by no means over, and the weather, in spite of a very hot wave during the past few days, has been unfavorable for an increased ham demand. However, packers and others, co-operating through the Institute of American Meat Packers, the National Association of Meat Councils and the local meat councils, are taking energetic steps to increase ham consumption.

MUST PRODUCE RIGHT TYPE OF BACON HOG

Canada Fifth and U. S. "Also Ran" in British Markets

(Staff Correspondence of The National Provisioner.)

Montreal, Can., Aug. 17, 1922.

The statement that Canada had largely lost the place in the British bacon market which she gained during the war, made by T. Olsen at the meeting of the Ontario Veterinary Medical Association, is confirmed by officials of the meat and canned foods division of the Department of Agriculture at Ottawa.

The peak of the Canadian bacon shipments to the United Kingdom was reached in 1918, when in round figures two hundred million pounds were shipped. An exact comparison is not available, as present-day statistics do not show bacon separately from hams, shoulders and sides as the exports for 1918, while for the fiscal year closed this spring, exports were only 99,208,000 pounds. The comparison as it affects bacon alone, it was stated, would show a still greater decline.

The reason for this decline is stated at the Department to be that Canada is not raising a sufficient number of the right class of hogs. Denmark since the war has made a remarkable recovery. At the end of the war there were only 40,000 hogs in Denmark, yet today the Danish farmers are sending to Britain 6,000,000 pounds of bacon weekly. The British buyer demands a particular type of bacon, and the Dane has set himself to produce that type.

American Bacon Not in Favor.

Canadian bacon, it is stated, stands fifth on the British market in point of preference and price. The first place is occupied by English and Irish bacon; then in order come Danish, Swedish, Dutch and Canadian. The United States is not even mentioned in the list of preferences.

As between the Canadian and Danish farmer, it is said the Canadian farmer has an advantage of five cents a pound in the cost of producing. The Dane has to buy his feed on the Chicago market and carry it to Denmark. Yet in spite of this handicap the Dane has been recapturing the British market.

As illustrating the difference between hogs raised in Denmark and in Canada, it is stated that 85% of the Danish animals grade first-class, according to English standards, while the Canadian hog averages less than 5% of this particular quality.

In order to overcome the decline the Canadian Department of Agriculture already has in operation two mutually-supporting campaigns of education. The Industrial and Development Council of Canadian Meat Packers also is taking a leading part in this educational work.

HOG GRADING PLANS IN CANADA.

In order to complete arrangements for the official grading of live hogs for slaughter in Canada, a special meeting of the Swine Committee, consisting of representatives from the Dominion Department of Agriculture, Western Canada Live Stock Union, Quebec Swine Producers and the Canadian packing industry, was held at Ottawa recently.

The regulations under which this policy will be administered were submitted for final consideration, approved in principle and added to in constructive manner. The regulations as passed will be submitted at once to the Parliamentary Council for approval as to form.

The Canadian Department of Agriculture announces that the positions in connection with the swine grading staff have already been listed by the Civil Service Commission and examinations for appointment of satisfactory candidates will be held as soon as sufficient time has elapsed to allow all prospective graders to make application.

As soon as graders are appointed, grading at stockyards and abattoirs will become effective, and this will occur in sufficient time to take care of the grading of the prospective heavy fall run of hogs.

In the meantime the entire Canadian livestock and packing industry will align themselves so as to make the application of the grading policy uniformly effective throughout the Dominion. Further, the swine producers' organizations are being asked to appoint their representatives to to the permanent swine committee immediately, other representation being from the Canadian packing industry and the Dominion Department of Agriculture.

NEW ZEALAND MEAT TRADE METHODS

Main Slaughtering and Export Problems Discussed

By David F. Wilbur, U. S. Consul General, Wellington, New Zealand.

The first thing to be noticed about slaughtering methods in New Zealand is the small number of hogs killed in comparison with American packing house turnovers.

New Zealand and particularly the South Island, which includes the celebrated Canterbury province, is especially adapted for lamb fattening and the lamb crop is consequently the most important feature in the export of meat from this Dominion. The annual output of meat is divided as follows: lamb 44 to 49%, mutton 36 to 44%, and beef 11 to 18%, the proportions varying according to the season.

Lambs are born as a rule in August and September, according to locality, August and September south of the equator corresponding to February and March in countries north of the equator. The killing season for freezing purposes usually begins about the middle of December and continues to the middle of June. Prior to mid-January, killings are confined to milk lambs, fattened on their mothers. From then on there is generally a falling off in the supply extending over a period of six weeks, until the lambs have been weaned and fattened off rape, which is the largest and best green crop raised in the Dominion for summer fattening.

A Lamb Consuming Country.

In the main New Zealand is a mutton and lamb consuming country. There is also a considerable amount of beef consumed locally. Fresh pork is a long way down the list and is not on sale in the markets to anywhere near the same extent as in the United States. The cured bacon and ham industry accounts for the greater part of the total of this class of stock.

There are only about 350,000 pigs in New Zealand according to the latest statistics, the predominating pure breed being Berkshires. The killing of hogs is conducted on practically the same lines as in the United States, except that the much smaller quantity handled, has never justified the installation of the up-to-date facilities for quick work which are in use in the United States.

The slaughtering of cattle is carried on in the following manner: The cattle are pole-axed, and the dressing of the entire animal is done on the stand and hoist by an expert beef slaughter-man and his assistant. They take the carcass from the bleeding rail, where it is hung by the men who do the knocking down, and do the entire job, up to delivering the carcass, sawn in two, on the rails for despatch to the chilling rooms. It is noted that there are no works in New Zealand where there are moving tables or systems by which chains of men are used, such as are in use in the United States.

Sheep and lambs are driven on to the slaughtering floors, into pens, along the rear of the place where the slaughter-men stand. Each man then "sticks down" as many animals as he requires, generally four or five, which are placed on the floor with their heads lying over the blood channel grating. "Sticking down" is the term used for cutting the throat right across and at the same time breaking the neck of the animal by jerking the head backwards, this latter act insuring a minimum amount of struggling on the part of the animal and causing instantaneous death.

Special Ways in New Zealand.

The outstanding difference in the method of killing in New Zealand as compared with that in the United States is, that each man does the entire job from the actual killing until the finished carcass is hung off and sent along the rail for weighing and transfer into the cooling room. A competent slaughter-man will kill and dress a carcass of mutton in 3½ minutes and the work of a good man leaves nothing to be desired in the appearance of the carcass when finished.

Before hanging the carcass off on to the rail the slaughter-man simply wipes it down with a clean soft cloth, which has been wrung out after having been dipped in warm water. There is no more water put on the carcass than necessary, with the result that the lines of mutton and lamb hanging in the cooling rooms after slaughtering have a most attractive appearance, the natural bloom being preserved, and there is not that whitish look which is given to the fell by being washed with too much water.

(Continued on page 51.)

Facts About Meat Values

The Committee on Nutrition of the Institute of American Meat Packers is doing constructive work in investigating the scientific values of meat as food, and in giving these facts to the consuming public through the Institute's Bureau of Public Relations. Meat men should know more about the product they sell. Under this heading from week to week will appear information which the trade can well afford to study and pass along to customers.

A NEW BOOK ON VITAMINS.

The importance of vitamins in all our foods and the amount of them in meat as compared with other foods, is brought out very clearly in the following interesting review by Dr. E. B. Forbes, specialist in nutrition of the Institute of American Meat Packers, of a recent book called "The Vitamins," by H. C. Sherman, professor of food chemistry in Columbia University, and S. L. Smith, specialist in biological and food chemistry U. S. Department of Agriculture. Dr. Forbes in his review says:

The book is in the clear, brief and accurate style of the senior author, and constitutes a notable contribution to the organization and clarification of the evidence on this subject, which has reached such a degree of complication that a critical review is essential to the effective planning of further research.

The normal difficulties encountered in excursions into the unknown have been greatly accentuated in the case of the vitamins by the facts that they exist in foods in infinitesimal quantities, and that their chemical nature remains almost entirely a mystery. Research on vitamins has been a fine test of minds and methods. The authors have carried the light of progress through this maze with much success, and in a way to indicate the directions which further advance must take. Drummond's solution of the problem of provisional nomenclature is advocated, involving the dropping of the final "e" of the name as proposed by Funk, in order not to imply the nature of the compounds, in advance of the proof, and therefore designating the three recognized vitamins as vitamins A, B and C.

The evidence indicating that vitamin B is a group rather than an individual substance is treated at length, and the very recent tendency to recognize vitamin A as comprising two substances had been advanced in time for inclusion in brief.

In recognition of effects of methods of manufacture of commercial fats and oils on their vitamin contents, it is our opinion that this matter should receive more attention than is accorded it by most investigators and by the authors of this monograph. Methods of preparation should be definitely known and recorded. We believe that they often signify more in relation to vitamin content than the identity of the products.

The authors are enthusiastic advocates of milk. They say "Milk and eggs are even better sources of protein than meat." In Sherman's comparisons of bread and milk with bread and meat, as diets for rats, no supplementary mineral substances were fed, except for the salt used in making the bread.

McCollum, Simmonds and Parsons in making a similar study, supplied the needed supplemental calcium, which permitted the meat to exhibit the quality of its proteins. In stating their conclusions they say, in part: "These indicate clearly that animal issues such as liver, kidney or muscle, are superior to milk for the specific purpose of making good the deficiencies of the proteins of the seeds and tuber mentioned above." (These were barley, peas, soy beans, rye, maize, navy beans, wheat, potato and rolled oats. The reader should understand that this is not a complete comparison of meat and milk. Both have superiorities other than as to their proteins.) This work Sherman and Smith do not mention

They advocate increase of milk and decrease of meat consumption, and say, in this connection: "It is to be hoped that this shifting of emphasis from meats to dairy products in our diet will continue, as it will if the matter is fully understood by the consuming public, and must if our agricultural resources are to be utilized to the best advantage. This does not imply going without meat, but only being satisfied with a more moderate quantity than hitherto, and with beef chiefly grass-fed, as in most other countries, and not so largely grain-fed, now that the grain is needed for feeding people and milch cows."

This does not suggest to us an appreciation of the very large use which is now made of grass in meat production, of meat protein as superior to milk protein as a supplement to vegetable proteins, of meat as superior to milk for nourishing the blood, of meat production as necessarily an extensive factor in profitable agriculture under present American conditions, of the necessity of a profitable outlet for a large part of the corn crop through meat production, of the practical considerations as to soil, climate, insects, fungi, markets, labor and capital, which determine the proportions of bread grains to corn which it is advantageous to produce in this country, and of a present milk production so great as to require that vast quantities of skim milk be thrown away or dried for hog and poultry feeding.

Another expression which catches the eye is:

"Contrary to the supposition of former times, it now appears that a diet consisting largely of breadstuffs and cereals is more effectively supplemented by vegetables than by meat."

Is this true, and need we make such a choice? How about the cereal and vegetable diet in relation to the cause of pellagra? Why not have cereals and vegetables and meat, the natural human diet?

The writer is one of those who deplores the fact that the practical application of our knowledge of the vitamins has far outrun the real basis of fact for the same.

We shall not be fully ready to apply the facts as to the vitamins to practical human nutrition until the relative vitamin requirements of the rapidly growing laboratory animals and slower growing human beings are determined, and until our quantitive knowledge of the vitamin contents of foods is sufficient to permit of the consideration of amounts of vitamins in entire diets, as we consume them, for it is the vitamin content of the diet as a whole which measures the adequacy of the vitamin content of the component foods.

We must learn of the vitamin contents of diets by determining the vitamin contents of the individual foods, but our appreciation of the real significance of the facts will not be clear until we are in position to consider the vitamin contents of diets as units.

The vitamin content of bread or meat or sugar or any other food is satisfactory no matter how poor or how rich it may be, if the vitamin contents of the diets in which these foods are used are adequate.

[The Vitamins. By H. C. Sherman, Professor of Food Chemistry, Columbia University, and S. L. Smith, Specialist in Biological and Food Chemistry, U. S. Department of Agriculture. American Chemical Society Monograph Series, 260 pp. Book Department. The Chemical Catalog Company, Inc., New York, 1922 Price, $4.25.]

LIVESTOCK IN MOROCCO.

Stocks of cattle show a rapid increase in Morocco, according to the following figures: 1915, 702,000 head; 1916, 756,000 head; 1917, 1,300,000 head; 1918, 1,702,000 head; and 1920, 1,494,000 head.

Packers' Delivery Problems

Under this heading information will be published from week to week on the subject of local transportation problems of the meat industry; that is, delivery problems, covering both motor and horse-drawn haulage. The Committee on Local Deliveries of the Institute of American Meat Packers is working on these problems constantly, and is ready to answer questions and take up suggestions made by any packer.

TO STUDY PACKER DELIVERY COSTS.

Real dollars-and-cents saving to the packer should be the eventual result of new and important research on delivery problems which has been started by the Committee on Local Deliveries of the Institute of American Meat Packers, of which Mr. Oscar G. Mayer is chairman, with the co-operation of the Bureau of Public Relations.

The Committee on Local Deliveries is searching for real information about the cheapest and most effective methods of making delivery under various conditions. The new research will include a study of different delivery methods (with the results thereof) by **a certified public accountant** and **competent field investigators,** selected by the Institute and operating under the direction and control of the Institute. It will be carried on with the co-operation of the Horse Association of America, and the National Automobile Chamber of Commerce has also been given an opportunity to co-operate.

To get some information that will be at once up-to-date, authentic and applicable to the problem at hand, a broad program of research has been planned which will involve:

1. Securing, for use as a background for the present study, average per hundredweight delivery costs of each member in 1914 and 1921. You will soon receive a questionnaire asking for these two figures.
2. Finding out what the actual costs of operating various sized motor trucks and horse outfits are. This will be accomplished by making analyses of the experience of a number of representative member companies. A firm of certified public accountants has been employed to get and compile these figures.
3. Actual field investigation of different members' delivery methods under different conditions, at New York, Buffalo and Chicago. These studies will determine the distance covered, load hauled, and stops made per day by horses and motor trucks.

Last year, after studying the problem, the Committee on Local Deliveries recommended horses as more economical where twenty miles constituted a full days' travel, and advocated trucks for longer runs. Obviously this does not tell the whole story. Given a forty-mile route, which might be broken into two twenties, or two thirty-mile routes, which could be transformed into three twenty-mile ones, it must be found out whether the reduction in cost per route by changing to horses would be great enough to justify an increase in the number of routes. Conversely, in changing from horses to trucks it must be certain that enough horses can be displaced by the trucks to justify the generally higher cost of motor equipment.

By these studies, it is hoped to establish some figures which will show the ratio of the amount of work a truck is capable of to the amount of work a horse will do. These, considered in conjunction with data showing their relative cost, should prove of great value in deciding what type of delivery equipment should be used under various conditions.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

UNIFORM LIVESTOCK CONTRACTS.

Packers will be interested in learning that most of the railroads in the Southeastern territory are using uniform livestock contracts on intrastate business. It is not known, as yet, whether the uniform livestock contract and bill of lading is being used on intrastate business in other sections of the country without bearing any special exempting clauses. This is at present being inquired into. At the same time the Southern Uniform Bill of Lading Committee has suggested that each railroad be guided by the views of its own legal department with respect to the use of a suggested clause indicating a different situation on intrastate than interstate business.

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Livestock Mixing Rule—The Commission has condemned again as unreasonable the highest rate and highest minimum rule, as applied to mixed carloads of cattle and calves, holding that a reasonable rule for calculating the charges on such shipments would be one providing for the application of the cattle rate and minimum. That finding was made in a report on No. 12460, Oklahoma National Live Stock Exchange et al. vs. Director-General, Abilene & Southern et al., opinion No. 7773, 69 I. C. C. 660-5, written by Commissioner Esch.

Before coming to this conclusion, the Commission had to consider whether the railroads were justified in construing their rules, except in Fonda's tariff, in effect prior to March 4, 1919, to call for the highest rate and highest minimum. It said that that was the proper way to construe the rules. It said, however, that the rule as written and as construed by the railroads and by it was unreasonable to the extent indicated.

As the principal carriers involved in this case are also parties to National Live Stock Exchange vs. A. A. R. R., 69 I. C. C. 125, in which the rule was also condemned, the Commission said no order would be issued in this case, but that the other defendants in this case would be expected to change their tariffs in accordance with the rule ordered to be established in that case.

Rates on Fresh Meats.—On a holding that rates on fresh meats, packing-house products and by-products from Madison, Wis., to Chicago, Ill., since February 29, 1920, were and are not unreasonable or otherwise unlawful, the Commission has dismissed No. 11930, Oscar Mayer & Co. vs. Chicago, Milwaukee & St. Paul Railway Co., et al., opinion No. 7753, 69 I. C. C. 519-22.

The complainant, with a plant at Madison, Wis., alleged that the rates attacked were and are unreasonable, unjustly discriminatory and unduly preferential as compared with certain rates from certain points in Wisconsin, Minnesota, South Dakota, Nebraska and Iowa, to Chicago.

The Commission said the rate of 21 cents on fresh meats and packing-house products from Madison to Chicago was lower than from any other packing-house point to Chicago with the exception of Milwaukee, from which point the rates are 20.5 cents on fresh meats and 14 cents on packing-house products. It also said the rate on green salted hides, tallow and grease under attack was based on the rate prescribed in Hagenburg vs. Belt Ry. Co. of Chicago, 53 I. C. C. 717, 721.

Switching Charges on Cottonseed Oil.—No. 12314, Swift & Company vs. Director General, as Agent. Switching charges on cottonseed oil in carloads, at Atlanta, Ga., during Federal control, were found to have been unreasonable, and reparation was awarded.

Rates on Mixed Carloads of Livestock.—In No. 12460, Oklahoma National Livestock Exchange, et al., vs. Director General, as Agent, Abilene & Southern Railway Company, et. al. 1. Tariff provisions for the highest rate and minimum weight on mixed carload shipments of livestock held to require the application of the rate on calves and minimum on cattle, when shipped in mixed carloads. 2. The rules held unreasonable as applied to mixed carload shipments of calves and cattle. Collection of undercharges waived.

Salt Rates Reduced to Chicago.—Effective August 22, 1922, the rate on salt in bulk from Bay City, Saginaw, Detroit, Wyandotte, Marine City and Pt. Huron, Mich., to Chicago, Illinois, will be reduced to 10 cents cwt. minimum 80,000 lbs., applicable only via the G. T., Wabash, or D. T. & I., N. Y. C. & St. L. The present rate 11½ cents cwt. minimum 60,000 lbs.

TRADE GLEANINGS.

Armour & Company is going to erect a branch house at Monroe, La., to cost $75,000.

Morris & Company recently sustained a loss of its lard refinery at St. Joseph, Mo., through fire.

The Huntington Packing Co., Huntington, W. Va., has increased its capital from $25,000 to $35,000.

The poultry plant at Winfield, Ia., operated by the Cudahy Packing Co., was recently destroyed by fire.

The Houston Packing Co., Houston, Tex., is going to make additions to its property at Brownsville, Tex.

The Pregulman Bros. Packing Co., Lansing, Mich., has decided to close its business at a meeting of stockholders.

The St. Thomas Packing Co., Welland, Ont., is going to erect a cold storage plant and make other additions to its plant.

The Wharton County Oil Mills, El Campo, Tex., has been incorporated by Hans Goldman, A. L. Lawson and H. E. Wilson.

The Katz & Horn Packing Co., St. Paul, Minn., is going to make improvements and additions to its plant to cost about $150,000.

The Kaiser Meat and Commission Co., 1815 North Vandeventer avenue, St. Louis, Mo., recently sustained the loss of its slaughterhouse by fire.

The Keystone Abattoir Co., Lebanon, Pa., has applied for a charter through Miles A. Brightbill, Ellsworth C. Brightbill and M. E. Burkholder.

The Spokane Fertilizer Co., Spokane, Wash., has increased its capital from $25,000 to $75,000 and is planning to build a new plant in the near future, according to Vice-President Emil McCallum.

The Iowa City Packing Company's plant, Iowa City, Ia., has had its name changed to Maher & Schmidt, following the purchase of a half interest by M. E. Maher, and extensive improvements are being planned.

THE
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Grading Hogs for Bacon

Establishing a standard grade of hogs and the payment of a premium of 10 per cent on select bacon hogs was recently cited by THE NATIONAL PROVISIONER as a way in which to make the whole system of marketing hogs more businesslike. It would also do for the United States what has already been begun by Canada, namely, the careful improvement of the bacon type of hog. In Canada this has been done through co-operation of the Department of Agriculture and the packing industry.

The grading is being done by the commission men on the Canadian markets with supervision of official graders appointed by the Canadian Department of Agriculture. This might be applied at some future time in the United States. The employment of government officials provides a disinterested agency to grade livestock in case of a difference of opinion as to values. This might be to the best interests of the industry and the meat trade. Such a system would undoubtedly meet with hearty co-operation from the U. S. Department of Agriculture.

While there might be differences of opinion as to whether the American livestock industry is ready for fixed differentials in hog prices, as is the case in Canada, this might be brought about gradually without any compulsory methods. The necessity of some sort of system is realized by many, including the Secretary of Agriculture's own paper, "Wallace's Farmer."

The packer is especially interested because the demand for high-grade bacon in the United States has increased very much in the last decade, and on the other hand the demand for coarser grades has declined. By some such system as has been suggested, it is possible to add very greatly to the percentage of hogs grading, for example, 50 per cent select bacon.

Hide Tariff and Packers

While the tariff on hides is not a normal issue with packers, certain remarks made by United States Senator Walsh and printed in many newspapers are of very great interest to packers. For, despite the fact that it makes no difference to packers whether there is a duty on hides or not, Senator Walsh declared that the big packers virtually control the tanning industry, and if there was a duty placed on hides the small tanners would be driven out of business.

This statement is erroneous. The packers, big or small, do not have any control of the tanning industry. The big packers through tanneries in which they are interested both directly and indirectly handle less than twenty per cent of the leather made in the United States, and they are in keen competition with each other even in the handling of this small proportion.

If there should be a duty on hides, and this duty raised their price, the competition among the packers would result in passing the benefit along to cattle raisers. The effect would be slight, it is true, but cattle values fluctuate five and ten cents per hundredweight at a time, depending on the value of the meat and by-products. Hence a slight increase in hide values would result in a slight increase in cattle prices and a proportionate increase in cost to the consumer.

At the same time competition keeps the packers' profits at a minimum. It is, for that reason, not fair to say that small tanners will be squeezed out. All such charges that the packers have a monopoly power over the price of cattle, hides, meat and other products have been disproved time and again.

No Argentine Gov't Packing

A proposal has been made that the Argentine congress pass a bill giving authority to the president of the republic to rent, purchase, construct and expropriate meat packing plants in Argentina. But, while this proposal has been made with a view to aiding the cattlemen, the proposed bill is not finding favor even among them.

For the cattlemen have at last realized that the trouble that their industry has been going through for some time, and is not finished with yet, is not due to the meat packers in Argentina. The difficulty is that there is no longer the great European demand ready to take Argentine beef in the quantities necessary to give the cattlemen attractive prices, especially in view of the low exchanges. The packers have been as hard put to it as the cattlemen and are just as anxious to increase their exports to Europe.

In fact the packers and the cattlemen are in the same boat in Argentina and their only salvation is the broadening of the markets. For this reason the recent action of the Argentine government in entering into a contract with a German syndicate for the sale of Argentine cattle on the hoof and frozen beef, may be commended as a step in the right direction. If the efforts of the government are kept to the channels where they can do real good for the cattle industry and the packers, through increasing outlets for their products, and if the government does not attempt the impossible task of going into the packing business, the present crisis in Argentina will be safely tided over.

PRACTICAL POINTS FOR THE TRADE

A STUDY OF SAUSAGE COSTS.

(Continued from page 20.)

To arrive at this cost the following example is submitted:

Divide sausage production (shrunk weight) for week into the three classes mentioned above. Multiply "medium" tonnage by two and "light" tonnage by three. Add these figures to actual production of heavy sausage, and the total will represent the production if all goods had been "heavy."

Dividing the total sausage payroll by this figure gives us the cost per cwt. of producing the heavy sausage.

To get the cost of producing the "medium" class multiply by two, and for the "light" class multiply by three.

For example:

Payroll for week............$800.00

Production	Actual	Converted to Heavy
Heavy	10,000 lbs.	10,000 lbs.
Medium	15,000 lbs.	30,000 lbs.
Light	25,000 lbs.	75,000 lbs.
Total	50,000 lbs.	115,000 lbs.

$800.00 divided by 115,000 lbs. gives 69.5c per cwt. as the cost of heavy product. "Medium" product will therefore cost $1.39, and "light" $2.08 per cwt. If these costs are multiplied by the actual production in each class the total will come very close to the actual payroll.

Plant Overhead Is Included.

19. Factory Overhead.—This consists of the general expense incurred by the department, namely:

a. INDIRECT LABOR includes all labor (including salaries and plant accounting expense) involved in the manufacturing end of the business but not directly chargeable against any one product.

b. POWER AND LIGHT is electric current used.

c. HEAT AND REFRIGERATION. Coal and refrigeration expense including engineers and firemen.

d. MAINTENANCE. Repair material and labor.

e. DEPRECIATION.

f. RENT (if any).

g. TAXES.

h. INSURANCE.

j. INTEREST PAID (if any).

l. OTHER GENERAL EXPENSES including all items of general expense (not properly included in captions a to j) involved in the manufacturing end of the business, but not directly chargeable against any one product.

The total shrunk weight production of sausage for the month or period, divided into the total general expense for the period, gives the "factory overhead" expense per cwt. to be used in the test for the succeeding period.

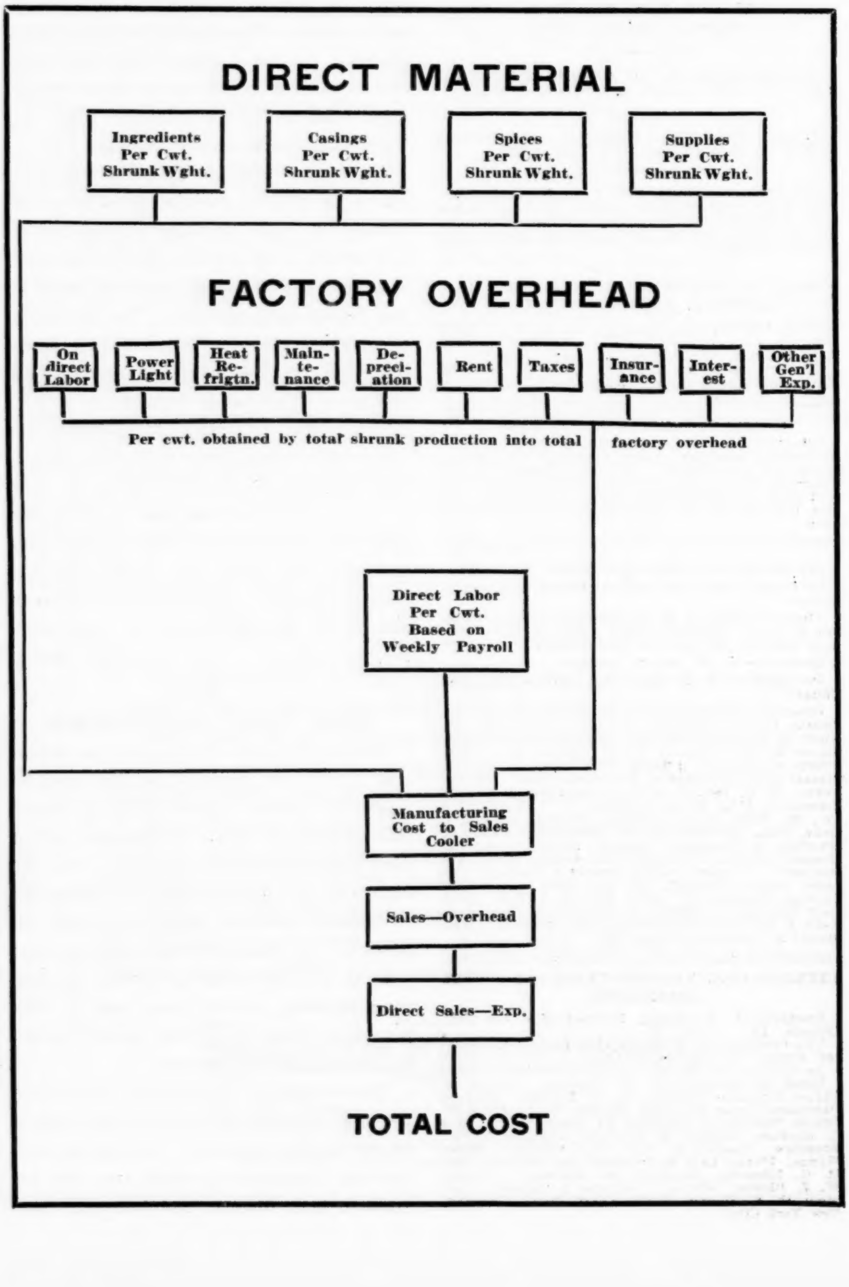
20. Manufacturing Cost.—When captions 14, 15, 16, 17, 18 and 19 shown on the test card are added together, they yield the manufacturing cost per pound.

21. General Remarks.—It is the general experience of all sausage manufacturers that costs are almost invariably underfigured, due to the fact that all items included in a cost should be included, but many items may at the start be overlooked.

If the greatest care is not exercised, especially when a sausage-maker begins accurate test work, he will find himself overlooking a great many items which actually belong into his costs, but which he does not put there.

It is, as mentioned above, of primary importance that a sausage manufacturer does not take credit in figuring his sausage tests and his unit-labor and overhead costs in the department with more sausage tonnage than he actually succeeds in making. This point the Committee has found almost invariably overlooked, with the result that sausage costs in these particular plants have been fictitiously low.

Great care must be exercised, also, so that all legitimate items of overhead expense are charged to the department.



PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces. pork and beef by the barrel or tierce and hogs by the hundredweight.

Trade Quiet—Prices Steady—Hog Movement Fair—Exports Well Maintained.

The developments in the provisions and lard market during the past week have not been such as to produce any radical change in values. Hogs and products have held fairly steady with rather a small professional trade in products. There has been some buying of product credited to some of the larger packing interests, who are claiming to be giving evidence of moderate support in the market. The demand and distribution situation is not attracting any important developments either way. The Chicago mid-month statement of product stocks showed a decrease of 10,000,000 lbs. of lard, with a total of 22,000,000 lbs. less than at the same time last year. The stock of ribs was practically unchanged and only about one-quarter of last year.

Chicago Mid-Monthly Stocks.

The comparative figures for the mid-month stocks follow:

	Mid-Aug., 1922.	End July, 1922.	Mid Aug., 1921.
Pork, new, bbls......	1,290	897	1,516
Lard, contract. lbs...	68,142,509	72,732,920	86,358,397
Lard, other, lbs......	4,713,923	10,082,872	8,371,709
Lard, total, lbs......	72,856,532	82,815,792	94,730,106
Short rib sides, lbs..	2,395,559	2,537,543	8,514,936

The fact that lard stocks decreased 10,000,000 lbs. is claimed by some to reflect the very large export movement of lard, which is going on and which has been going on for some time. During the past two weeks the exports of lard have amounted to 40,000,000 lbs., or more than 50 per cent of the entire lard stock on hand at the present time. Three weeks of such exports as we have had the preceding two weeks would clean up nearly the entire lard stock at Chicago.

The actual shipments of lard for the last week were reported at 19,700,000 lbs., compared with 21,600,000 lbs. the preceding week, and 13,000,000 lbs. last year. The exports of meats for the same time were also liberal, amounting to 15,200,000 lbs., against 16,700,000 lbs. the preceding week, and 17,300,000 lbs. last year.

Fewer Hogs to Be Fattened.

A trade report on the number of hogs to be fattened this year was rather disappointing as a whole. The estimate by a trade paper makes the number of hogs to be fattened, taking 100 per cent as last year's total, as showing as follows: Ohio 96%; Indiana 99%; Illinois 118%; Missouri and Iowa 102%; Minnesota 96%; North Dakota 110%; South Dakota 98%; Nebraska 107%; Kansas 95%, and Oklahoma 92%. The regular September report of the U. S. Department of Agriculture will be issued on September 8, showing the number of stock hogs on hand for fattening as compared with September 1 last year.

The movement of hogs has been comparatively moderate at interior points on account of the strike situation. The receipts and local slaughter at twelve markets for the week ending August 5 showed only 417,000, against 499,000 the previous week, and a slaughter of 307,000, against 357,000 last year.

The U. S. Bureau of Agricultural Economics' report of the production of lard for the month of June showed a total of 154,000,000 lbs., while the exports for the month of June were 59,000,000 lbs., or more than a third of the entire production. The total production of lard for six months ended June 30 has this year been 816,000,000 lbs., while the exports for the same time were 372,000,000 lbs., compared with 434,000,000 lbs. the preceding year. The average products for hogs this year is given at 38.06 lbs.

Livestock Slaughtered and Dressed.

The statistical report of the Bureau of Agricultural Eeconomics on the amount of product of different kinds produced and the livestock killed compares as follows:

	1922.	1921.
Cattle—		
June slaughter	640,186	724,418
June live weight.........	1,010	982
Dressed weight	559	546
Six months, slaughter...	3,637,757	3,900,904
Calves, 6 months' slaughter	1,998,180	2,114,867
Total product, 6 months, beef	1,980,502,339	2,167,706,422
Veal product, 6 months...	176,529,250	178,808,111
Hogs—		
June slaughter	3,618,152	4,046,304
Average live weight.....	223.65	231.31
Average dressed weight.	171.18	178.11
Slaughter, 6 months.....	21,088,973	21,523,056
Total product, 6 months...	3,653,300,993	3,731,038,889
Sheep—		
Six months' slaughter...	6,243,178	5,206,708
Total product	245,615,382	200,876,378

The production of beef products for the six months of 1922 was 187,000,000 lbs. more than last year, veal 2,00,000 lbs. more; hog product 78,000,000 lbs. more, and sheep, lamb and mutton 45,000,000 lbs. less. During the six months' period the exports of oleo decreased 18,000,000 lbs., and tallow increased 16,000,000 lbs. In hog products, fresh pork decreased 30,000,000 lbs., cured pork decreased 25,000,000 lbs., and lard decreased 61,000,000 lbs.

Market Generally Hesitating.

The general situation of the market seems to be somewhat of a hesitating one. The hog market after declining over $1 a hundred on top hogs, and even more radically on taking the average price, recovered about half the decline, due to the recent more moderate movement, and some feeling of uncertainty as to what will be the developments in a business way after the coal and railroad strikes are settled.

PORK—The market was dull and nominal; at New York mess was quoted at $26.50@28, family $28@29, and short clears $23@27. At Chicago cash pork was quotable at $25, but there was no interest in pork futures in the West.

LARD—The market was quiet but steadier, and the export movement continued large. At New York prime Western was quoted at 11.55@11.65c, Middle Western 11.35@11.45c, city at 11.25c, refined to the continent 12.55c, South American 12.80c, Brazil kegs 13.80c, and compound 11¾@12c. There was a good export demand for compound, and domestic trade was also good. At Chicago regular lard in round lots was 2½c over September, loose lard 25c under September, and leaf lard 10½@10¾c.

BEEF—The market was easier with demand limited. Mess at New York was $11.50@12, packet $12@13, family $14@15, and extra India mess $23@24.

SEE PAGE 34 FOR LATER MARKETS.

JUMP IN HOME LARD CONSUMPTION.

Need Normal Foreign Hog Product Demand to Make a Profit.

(Special Letter to The National Provisioner from Charles Sincere & Co.)

Chicago, August 16, 1922.—We are a surplus food producing nation, and the failure of European nations to come to some understanding regarding Germany's affairs places the demand and price of our foods in the realm of doubt for the present. Our crops promise to be the biggest on record. Wheat is under a dollar, corn is headed for 35c to 40c, and a bushel of oats, as one farmer put it, is bringing less than the price of a dozen eggs.

The hog crop promises to be a big one, and we need something like a normal foreign demand to put us back to a profitable producing basis. There is no question but what our hog products, at least, are very badly needed overseas, and if France and England can come to some agreement regarding Germany's affairs, hogs and hog products would remain a profitable commodity to the producer.

The decrease in the exports of hog products from November 1, 1921, to July 5, 1922, was 60,879,000 pounds in hams and bacon, and in lard 173,341,719 pounds. This gives some idea of what the loss of the trade in hog products means, when almost $50,000,000 is involved in the difference between this and last year's exports. There is one encouraging feature regarding lard and other hog products, for regardless of the decreased export trade, our surpluses are not as heavy as last year.

We have received in 20 markets so far this year over 20,500,000 hogs, as against about 20,900,000 last year for the same period. Figuring extra weight this year, we are ahead of last year in products. A year ago this time there were 132,000,000 pounds of lard in the principal centers. There are now about 100,000,000 pounds. This shows a tremendous increase in the home consumption of lard.

Lard at Home and Abroad.

Michael Cudahy of Milwaukee puts the increase in home consumption at about 30 per cent. Now all that is needed is a fair foreign demand to put lard on its feet. We have not lost faith in lard reaching from 12c to 13c this fall. While there may be a delay in European orders, lard is a commodity that they must have sooner or later, and we are the only country that can furnish this commodity.

Another feature that points to better home conditions, as we look at it, is that the backbone of the strike has been broken. A little common sense and firmness is the one thing now necessary to start everything moving again. Coal miners are due to go to work this week. Labor organization heads in parts of the railroad world have ordered their men back to work, and conditions are not as bad as is generally thought. The receipts of livestock have been almost normal all through the strike. Grain receipts are heavier than last year. This does not look like much of a railroad strike to us after all.

We look for a little gap in hog receipts from now on. We think farmers will hold back young hogs, owing to the big crop of corn in sight, as hogs are their only salvation this year. Livestock has been the farmer's salvation and he better keep in the game, for hogs in particular will make money for some years to come, for as soon as Europe gets straightened out hogs will be in big demand.

NEW YORK LARD EXPORTS.

Exports of lard from New York from August 1 to August 15, 1922, according to unofficial reports, were 23,700,000 lbs.; tallow, 218,000 lbs.; grease, 2,329,600 lbs., and stearine, 36,200 lbs.

BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool England, August 8, 1922.

Stocks of American and Canadian provisions in the port of Liverpool on July 31, 1922, were as follows:

	July 31, 1922.	June 30, 1922.	July 31, 1921.
Bacon, boxes	9,388	15,618	14,728
Hams, boxes	12,324	6,253	132
Shoulders, boxes	1,272	960	1,223
P. S. lard, tierces	2,451	2,320	2,897
Lard, refined, tons	3,789	2,431	2,441
Compound, tons	128	17	103

On deducting the stock on hand from the previous month's stock, plus arrivals, the consumption works out about as follows: Bacon and shoulders, 28,787 boxes; hams, 12,285 boxes; lard, refined and P. W. S., 4,885 tons.

The average weekly consumption is therefore about: Bacon and shoulders, 6,400 boxes; hams, 3,195 boxes, and lard, 1,085 tons.

The market on bacon and shoulders is steady to firm. On hams, the inclement weather conditions and large arrivals have caused an accumulation and the tone is easy. The consumption on lard is rather better.

The demand for the last week ending August 5, has been fairly quiet owing to the approach of the holiday. American Wiltshires are in very good demand and seem now to be in better favor with the buyers. Wiltshires are held for prices, Cumberlands are also wanted, especially light weights, but cold stored meats, especially heavy averages are neglected. Bellies are improving both in demand and price, and we look for a good trade on these from now on. Backs are in small supply and wanted. Hams, owing to heavy stocks, have slumped in prices, and this should have the effect of bringing on the demand again. After the holidays it looks as if we will have a good demand for all meats.

Lard is disappointing, and owing to weaker cables from Chicago weak sellers here are offering lard at below cost. The lard demand should improve during the month.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, August 16.—Quotations in green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg., 17¼@17½c; 10-12 lbs. avg., 17¼@17½c; 12-14 lbs., 17¼@17½c; 14-16 lbs. avg., 17@17½c; 16-18 lbs. avg., 16¾@17c; 18-20 lbs., avg., 16¾@17c. Sweet pickled, 8-10 lbs. avg., 17½@18c; 10-12 lbs. avg., 17½@18c; 12-14 lbs. avg., 17½@18c; 14-16 lbs. avg., 17½@18c; 16-18 lbs. avg., 18@18½c; 18-20 lbs. avg., 18½@19c.

Skinned Hams—Green, 14-16 lbs. avg., 20c; 16-18 lbs. avg., 20c; 18-20 lbs. avg., 19½c; 20-22 lbs. avg., 18c; 22-24 lbs. avg., 18c. Sweet pickled, 14-16 lbs. avg., 20½c; 16-18 lbs. avg., 20½c; 18-20 lbs. avg., 20c; 20-22 lbs. avg., 18½c; 22-24 lbs. avg., 18½c.

Picnic Hams—Green, 4-6 lbs. avg., 12c; 6-8 lbs. avg., 11c; 8-10 lbs. avg., 10¼c; 10-12 lbs. avg., 10c. Sweet pickled, 4-6 lbs. avg., 12c; 6-8 lbs. avg., 11¼c; 8-10 lbs. avg., 10½c; 10-12 lbs. avg., 10¼c.

Clear Bellies—Green, 6-8 lbs. avg., 22c; 8-10 lbs. avg., 19½c; 10-12 lbs. avg., 17½c; 12-14 lbs. avg., 16c; 14-16 lbs. avg., 15½c. Sweet pickled, 6-8 lbs. avg., 20½c; 8-10 lbs. avg., 18¾c; 10-12 lbs. avg., 17c; 12-14 lbs. avg., 15¾c; 14-16 lbs. avg., 15¼c.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Aug. 12, 1922, with comparisons:

PORK, BBLS.

	Week ended Aug. 12, 1922.	Week ended Aug. 13, 1921.	Nov. 1, 1921, to Aug. 12, 1922.
United Kingdom	235	....	5,021
Continent	1,189	....	10,410
So. and Cent. Amer.	....	....	1,037
West Indies	....	....	7,626
B. N. A. Colonies	....	....	470
Other countries	....	....	705
Total	1,424	....	25,269

BACON AND HAMS, LBS.

	Week ended Aug. 12, 1922.	Week ended Aug. 13, 1921.	Nov. 1, 1921, to Aug. 12, 1922.
United Kingdom	7,048,500	8,652,000	307,605,200
Continent	5,285,700	3,849,500	89,444,450
So. and Cent. Amer.	....	....	1,008,321
West Indies	....	461,000	7,545,693
B. N. A. Colonies	....	....	103,800
Other countries	....	....	1,029,453
Total	12,334,200	12,962,500	406,736,917

LARD, LBS.

	Week ended Aug. 12, 1922.	Week ended Aug. 13, 1921.	Nov. 1, 1921, to Aug. 12, 1922.
United Kingdom	4,865,450	5,073,105	209,929,179
Continent	8,861,716	13,821,449	248,998,149
So. and Cent. Amer.	....	....	1,419,070
West Indies	....	....	12,755,024
B. N. A. Colonies	....	....	147,000
Other countries	....	....	750,860
Total	13,727,166	18,894,554	473,999,282

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	1,424	6,995,200	12,014,166
Boston	...	174,000	....
Philadelphia	...	38,000	38,000
Montreal	...	5,127,000	1,675,000
Total, week	1,424	12,334,200	13,727,166
Previous week	2,020	13,167,000	12,879,000
Two weeks ago	870	13,568,500	13,845,895
Cor. week, 1921	...	12,962,500	18,894,554

Comparative summary of aggregate exports, in lbs., from Nov. 1 to Aug. 12, 1922:

	1921 to 1922.	1920 to 1921.	Decrease.
Pork	5,053,800	6,704,400	1,650,600
Bacon and hams	406,736,917	468,244,217	61,507,300
Lard, lbs.	473,999,282	652,508,389	178,509,107

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market has been rather inactive the past week, and slightly easier on the less popular grades. Sales were reported of outside tallows equal to special loose below 6¼c, but on the whole there was very little tallow pressing on the market. The better grades are rather firmly held, but the weakness in the lower grades is affecting sentiment, and notwithstanding the cotton oil rally, those well versed would not be surprised to see lower prices in the near future. The foreign markets are quiet and without particular feature, while South American tallow is more or less nominal. At Liverpool choice tallow was quoted at 41s., unchanged from a week ago, and good mixed at 38s. 9d. At the London tallow auction 1,801 casks were offered and 408 casks sold. At New York prime city was quoted at 5¼c nominal, special loose 6¼c nominal, extra 6⅝c, and edible at 7¾@8c. At Chicago packers' prime was quoted at 6¾@7c, packers' No. 1 at 6@6¼c, and edible at 8@8¼c.

OLEO STEARINE—The market was dull and about steady, with trade limited and the market in an awaiting position. At New York oleo was quoted at 9¾@10c, and at Chicago 9½@9¾c. Lard stearine at New York was 14¼c, and at Chicago 14@14¼c.

OLEO OIL—The market was dull and steady, with extra at New York 12½c nominal and lower grades 10¼c nominal. At Chicago extra was quoted at 11¼@11½c.

SEE PAGE 34 FOR LATER MARKETS.

LARD OIL—The recent declines in pure lard have resulted in an easier tone to lard oil, and a slow demand. At New York edible was quoted at $1.05@1.10 per gallon, extra winter at 88c, extra at 84c, No. 1 at 76c, and No. 2 at 72c.

NEATSFOOT OIL—Inactivity ruled the market and prices were steady. Production of neatsfoot oil for the three months ended with June, according to the Department of Commerce, was 2,176,619 lbs. At New York pure oil was quoted at $1.28 per gallon, extra No. 1 at 72@75c, No. 1 at 68@70c, and cold-pressed at $1.38.

GREASES—Domestic trade is rather moderate, but a persistent export demand is reported for the better greases, and the market continues to rule very firm. Yellow and choice house at New York were quoted at 5¼@5½c, brown at 5¼@5¾c, and white at 8¼@8¾c, according to brand. At Chicago a fair trade was reported, with brown at 5@5¼c, house 5⅛@5¼c, yellow 5⅝@5⅞c, and choice white at 7@7¼c.

CHICAGO PORK QUOTATIONS.

Wholesale prices of cured pork and pork products per 100 pounds, for the week ending August 4, 1922, with comparisons, are quoted by the U. S. Bureau of Markets as follows at Chicago:

	Aug. 4.	July 28.	July 7.
Hams, smoked, 14-16 average..	$27.00-27.50	$26.00-28.50	$28.00-29.50
Hams, fancy, 14-16 average..	30.00-30.50	29.50-31.50	31.25-32.50
Picnics, smoked, 4-8 average....	16.75-19.00	17.00-19.00	18.00-19.50
Bacon, breakfast, 6-8 average....	26.50-28.00	25.00-28.00	26.00-27.50
Bacon, fancy, 6-8 average	33.00-36.00	32.00-36.00	33.00-35.00
Bellies, D. S., 14-16 average.....	16.00-16.25	15.50-16.00	15.50-16.25
Backs, D. S., 14-16 average.....	13.00-13.25	12.00-13.50	11.00-13.00
Pure lard, tierces	13.25-14.25	13.00-14.25	12.50-14.00
Compound lard, tierces	12.50-14.00	12.75-14.00	12.75-14.00

CHICAGO STOCKS OF PROVISIONS.

Stocks of provisions at Chicago at the close of business on August 14, 1922, with comparisons, were as follows:

	Aug. 14, 1922.	July 31, 1922.	Aug. 14, 1921.
Mess pork, new, made since Oct. 1, 1921, bbls.	1,290	897	1,510
P. S. lard, made since Oct. 1, 1921, lbs...	68,142,609	72,732,920	86,358,397
Other kinds of lard..	4,713,923	10,082,872	8,371,709
Short rib middles, made since Oct. 1, 1921, lbs.	2,395,559	2,537,543	8,514,936
Extra short clear middles, made since Oct. 1, 1921, lbs.........	925,076	811,051	1,734,190

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, August 16, 1922.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 29@30c; green hams, 8-10 lbs., 20c; 10-12 lbs., 19½c; 12-14 lbs., 19c; green clear bellies, 8-10 lbs., 21½c; 10-12 lbs., 18½c; 12-14 lbs., 19c; green rib bellies, 10-12 lbs., 18c; 12-14 lbs., 17½c; sweet pickled clear bellies, 6-8 lbs., 18c; 8-10 lbs., 18c; 10-12 lbs., 18c; 12-14 lbs., 17½c; sweet pickled rib bellies, 10-12 lbs., 18c; 12-14 lbs., 17c; sweet pickled hams, 8-10 lbs., 20c; 10-12 lbs., 19½c; 12-14 lbs., 19c; dressed hogs, 17¼c; city steam lard, 11¼c; compound, 11¼@11½c.

Western prices on green cuts are as follows: Pork loins, 8-10 lbs., 25@26c; 10-12 lbs., 24c; 12-14 lbs., 23c; 14-16 lbs., 22c; skinned shoulders, 16c; boneless butts, 25c; Boston butts, 18c; lean trimmings, 15c; regular trimmings, 9c; spareribs, 8c; neck ribs, 4c; kidneys, 4c; livers, 2c; pig tongues, 16c; pig tails, 9c.

CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending August 10, 1922, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

	Sales			Top price selects		
	Week ending Aug. 10.	Same week, 1921.	Week ending Aug. 3.	Week ending Aug. 10.	Same week, 1921.	Week ending Aug. 3.
Toronto (U. S. Y.)...	4,651	3,488	4,433	$13.50	$14.50	$14.00
Montreal (Pt. St. Chs.).	2,341	2,340	1,497	13.75	14.00	14.00
Montreal (E. End) ...	1,092	757	1,251	13.75	14.00	14.00
Winnipeg ..	2,259	1,562	2,461	12.00	14.25	12.75
Calgary ...	845	682	1,0'6	11.25	14.75	11.25
Edmonton .	783	323	1,145	10.50	13.50	11.25
Prince Albert ..	...	...	....	....	....	....
Moose Jaw. ...	...	...	....	....	....	....

FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country. Monetary unit.	Par value in U. S. money.	Value on Aug. 16.
Austria—Krone	$ .203	.000016
Belgium—Franc	.193	.0750
Czecho-Slovakia—Krone	*	.0289
Denmark—Krone	.268	.1742
Finland—Finmark	.193	.0213
France—Franc	.193	.0794
Germany—Mark	.238	.0010
Great Britain—Pound	4.866	4.48
Greece—Drachma	.193	.0320
Italy—Lira	.193	.0454
Japan—Yen	.498	.48
Jugo-Slavia—Krone	*	.0030
Netherlands—Florin	.402	.3895
Norway—Krone	.268	.1742
Poland—Polish Mark	*	.000136
Roumania—Leu	.193	.70
Russia—Rouble	.515	.....
Servia—Dinar	.193	.1122
Spain—Peseta	.193	.1568
Sweden—Krona	.268	.2650
Switzerland—Franc	.193	.1906
Turkey—Turkish pound	4.40	.....

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

Packinghouse By-Products Markets

Blood.

Chicago, August 17, 1922.

The market for blood is at a standstill, while prices have a lower tendency. The following quotations are merely nominal:

	Unit ammonia.
Ground	$4.25@4.35
Crushed and unground	4.00@4.15

Digester Hog Tankage Materials.

Prices for digester are 50 cents to $1.00 per unit ammonia lower than three weeks ago. The demand is very indifferent from all sources.

	Unit ammonia.
Ground, 11½ to 12% ammonia	$4.10@4.25
Unground, 10 to 11% ammonia	3.75@4.00
Unground, 7 to 9% ammonia	3.45@3.65

Fertilizer Tankage Materials.

There has not been enough trading done to establish a market this week. There have been very few offerings.

	Unit ammonia.
High grade, ground, 10-11% ammonia	$3.60@3.75
Lower grade, unground, 6-9% ammonia	3.35@3.50
High grade, unground	3.35@3.50
Medium grade, unground	3.10@3.25
Low grade and country rend., unground	2.75@3.00
Hoof meal	3.25@3.35
Liquid stick	2.85@3.60
Hair tankage, dry, unground	3.00@3.25

Bone Meals.

The market for bone meals has been steady at the quotations given below:

	Per ton.
Raw, bone meal	$34.00@36.00
Steamed, ground	24.00@26.00
Steamed, unground	20.00@22.00
Grinding hoofs, pig toes, dry	30.00@32.00

Cracklings.

Demand for cracklings has been very good with supplies very small.

	Per ton.
Pork, according to grease and quality	$70.00@80.00
Beef, according to grease and quality	55.00@65.00

Glue and Gelatin Stock.

Buyers are this week bidding $30.00 a ton for jaws, skulls and knuckles, but there are very few sales made. Sinews and pizzels have sold this week at $21.00.

	Per ton.
Calf stock	$40.00@45.00
Edible pig skin strips	75.00@80.00
Rejected manufacturing bones	55.00@65.00
Horn piths	35.00@40.00
Cattle jaws, skulls and knuckles	30.00@32.50
Junk and hotel kitchen bones	22.00@24.00
Hog, calf and sheep bones	25.00@26.00
Sinews, pizzels and hide trimmings	18.00@21.00

Mfg. Bones, Horns and Hoofs.

There has been a good demand, but offerings are limited. Prices are as shown here:

	Per ton.
No. 1 horns	$235.00@255.00
No. 2 horns	175.00@225.00
No. 3 horns	100.00@150.00
Culls	25.00@ 30.00
Hoofs, black and stripped	40.00@ 50.00
Hoofs, white	60.00@ 70.00
Round shin bones, unassorted, heavies	60.00@ 65.00
Round shin bones, unassorted, lights	50.00@ 55.00
Flat shin bones, unassorted, heavies	55.00@ 60.00
Flat shin bones, unassorted, lights	45.00@ 50.00
Thigh bones, unassorted, heavies	60.00@ 65.00
Thigh bones, unassorted, lights	45.00@ 50.00

Hog Hair.

Summer take off is a drug on the market and most buyers are waiting until the winter take off is available.

Pig Skin Strips.

No. 1 tanner stock has been offered at 5 cents per lb, with No. 2's and 3's going for gelatin purposes if government inspected at 4 cents per lb.

Cattle Switches.

Demand is good for cattle switches, with the top price this week at 4¾ cents for extra good production, while most sales have been at around 3 cents f. o. b. production points.

HOW TO INCREASE MARGARIN CONSUMPTION

Must Sell Housewife on Merits of Margarin

By E. S. Mapp, Wm. Moxley, Inc., Chicago.

(Editor's Note—Problems of how to overcome prejudice against margarin and the results of the use of judicious advertising in particular to bring about a mental change on the part of the consuming public, which would increase margarin consumption, was outlined at the recent convention in Detroit of the Institute of Margarin Manufacturers by Mr. E. S. Mapp in a very interesting and forceful address, which is published by THE NATIONAL PROVISIONER because of its practical suggestions.)

The per capita consumption of margarin in the United States during the fiscal or revenue years mentioned was as follows:

1916-1917, 1¾ lbs.

1917-1918, 3¼ lbs.

1918-1919, 3½ lbs.

1919-1920, nearly 4 lbs. (3.91.)

1920-1921, slightly over 2¾ lbs. (2.81), and approximately for

1921-1922, 1¾ to 2 lbs.

Thus you will see the high production year for all time was in 1919-1920, when the per capita consumption reached nearly 4 pounds, while during the current year it is approximated that it will retrograde to 1¾ lbs., or the same as 1916-1917.

During the high margarin production period of 1919-20, the average butter price for extras on the Chicago market was 60c per pound wholesale, while high quality animal margarin averaged to the jobber for the same period 33½c per pound, with nut goods from 6½c to 10½c lower. This you will observe as a wide spread between the margarin prices and that of butter.

During the fiscal year with an outlook for only 1¾ pounds consumption per capita, we have an average butter market of 40c per pound, and margarin, both animal and nut, averages the jobber for this period around 20c per pound. You will note a great tightening up in the gap between the prices of butter and margarin.

And right here, gentlemen, lies your greatest problem.

Selling Housewives Margarin.

When the spread is great between butter and margarin, the latter product sells, when the gap begins to close up the margarin business gets in the doldrums, in other words the past few years teaches us that margarin sales are governed by and are entirely subservient to butter prices. In 1919-20 you had the housewife sold, but she did not stay put. She did everything you asked her to do in your advertisements. She used your brands, and our brands, and every other brand, and she used them for quite a period.

Does not this condition bring forcibly to your mind the thought that the housewife is not sold mentally on your product? You have sold her palate, you have satisfied her on price, but there still remains the undisputed fact that her mental attitude towards margarin is such that she will return to butter just as soon as she can find an excuse to do so. If you sell her mentally on your product she is going to stay sold regardless of the spread between butter and margarin. And this brings us up to the point as to how this is to be done.

The first step is constructive, affirmative, educational advertising, in my opinion.

A pretty picture on a bill board, accompanied by some sort of an expression like "Ask for "So-and-So's" Margarin," is not going to increase consumption. Not a bit of it. This sort of advertising, gentlemen, will not get results in so far as new users are concerned. It will only have a tendency to take some of the 1¾ pounds per capita consumtpion from your goods to the fellow who is individualizing continuously.

Advertise Your Own Product.

Sell the public on margarin as a product, —instill into the housewife that she wants somebody's margarin, then do your individualizing.

Tell the housewife who uses margarin. Why? Not because it is cheap, but because it is good as well. You have unlimited testimonials and endorsements as a nucleus to build up your story.

This sort of plugging will wake her up if kept up long enough to soak in.

A few years ago, if any one would have told you to eat a raw cake of yeast, you would have "poopoohed" the thought, yet you can see today in any city in any well conducted cafe, men and women buying and eating raw yeast. Why? Because it has been drilled into them through constant judicious advertising that yeast is good for their well-being, and you can do the same with margarin. Ten to one, if these same cafes told their patrons they served margarin, they would leave the place insulted and in disgust.

This again proves that mental attitude is all wrong on your product. This could be corrected by a campaign of education.

Prejudice Is the Problem.

Your greatest problem, gentlemen, and the one on which all the little problems hinge, is the frame of mind of the public toward margarin, or in other words prejudice. Teach them the real virtues of our product, not from the standpoint of cheapness, but goodness as well, cut out individualizing on any particular brand, get together as a whole, sing the praises of good margarin in general. Then, and not until then, will you get back in the 4-pound per capita class, and on higher and higher, and eventually make a place in the hearts of the housewife for good margarin, not wholly because it is cheap, but because it is good, wholesome, and pure as well.

This, gentlemen, is the keynote, and in my opinion the basis for our margarin problems.

JUNE MARGARIN STATISTICS.

Figures of actual production for the month of June, 1922, as reported by margarin manufacturers to the U. S. Department of Agriculture are given here. The reports of the Bureau of Internal Revenue are estimates based on the value of stamps sold during the month. The actual production figures follow:

UNCOLORED MARGARIN.	June, 1921. Pounds.	June, 1922. Pounds.
Exclusively animal	......	33,630
Exclusively vegetable	3,312,759	4,471,461
Animal and vegetable	5,325,160	7,408,698
COLORED MARGARIN.		
Exclusively animal	......	......
Exclusively vegetable	74,644	83,534
Animal and vegetable	240,478	314,906
Total	8,953,041	12,312,229

ANNUAL MARGARIN PRODUCTION.

A summary of the U. S. Department of Agriculture's monthly margarin production reports is given here. This summary is of value for comparative purposes, and is as follows:

UNCOLORED MARGARIN.	During fiscal year ending June 30, 1921. Pounds.	During fiscal year ending June 30, 1922. Pounds.
Exclusively animal	879,967	152,540
Exclusively vegetable	139,905,811	79,257,614
Animal and vegetable	128,039,197	101,846,612
Total	268,824,975	181,256,766
COLORED MARGARIN.	Pounds.	Pounds.
Exclusively animal	25,812	1,711
Exclusively vegetable	4,513,523	1,371,465
Animal and vegetable	7,352,757	5,264,970
Total	11,892,092	6,638,146
Total colored and uncolored	280,717,067	187,894,912

MARGARIN CONSUMPTION GROWS.

The production of oleomargarin for May, 1922, was about equal to that for May, 1921. The production for June, 1922, was 12,312,229 pounds, as against 8,953,041 pounds for June last year, an increase of 3,359,188 pounds. These figures would seem to indicate that the oleomargarin industry has passed through its period of depression and is making successful progress toward normalcy.

While the total oleomargarin production this year was less than it was last year, it was many million pounds more than it was during any pre-war year. For the fiscal year ending June 30, 1922, the total production of oleomargarin was 187,894,912 pounds, as against 280,717,067 pounds for the previous year, a decrease for the whole year of 92,822,155 pounds, according to the reports of the U. S. Department of Agriculture.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, August 15, 1922.—Latest quotations on chemicals and soap makers' supplies are reported as follows:

Seventy-six per cent caustic soda, 3¾@4c lb.; 98% powdered caustic soda, 4¼@4⅝c lb.; 58% carbonate of soda, 2@2⅜c lb.

Clarified palm oil, in casks, 2,000 lbs., 7¼@7½c lb.; commercial yellow olive oil, $1.17@1.20 gal.; olive oil foots, 8½@8¾c lb.; Cochin cocoanut oil, 10@10¼c lb.; Ceylon cocoanut oil, 8¾@9¼c lb.

Prime summer yellow cottonseed oil, 11¼@12c lb.; soya bean oil, 11½@12c lb.; corn oil, nominal, 11@11¼c lb.; peanut oil, in bbls., New York, deodorized, 12c lb.; peanut oil, crude, tanks, f. o. b. mills, 9c lb.

Prime city tallow, special, 6⅜c lb.; prime city tallow, extra, 6⅝c lb.; dynamite glycerine, nominal, 14½@15c lb.; saponified glycerine, nominal, 10¾@11c lb.; crude soap glycerine, nominal, 9¾@10c lb.; chemically pure glycerine, nominal, 16¼c lb.; prime packers' grease, nominal, 5⅝@5¾c lb.

SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)

Market on meal and hulls is nominal with no trading. There is a better demand for crude at 8 cents bid, but no trading in this section as old oil is sold out and mills have not started crushing the new seed yet.

CHINESE PEANUT CROP.

A total of 324,881 tons of peanuts were produced in China during 1921, according to a report from Carl A. Scherer, of the American Consulate, Shanghai, and one-fourth of this crop was exported during 1921. Japan took the largest quantities of shelled and unshelled peanuts, while of the peanut oil Great Britain took the most.

MEXICO TO BOOST COMPOUND DUTY.

Advices from Mexico City are that the Mexican government will shortly issue a decree increasing the import duty on lard compounds from 5 to 10 centavos per kilo. The increase will not apply to hog lard.

NEW YORK COTTON OIL EXPORTS.

Exports of cottonseed oil from New York from August 1 to 15, 1922, according to unofficial reports, were 435 barrels.

ONTARIO ICE ASSOCIATION MEET.

The first annual meeting of the Ontario Ice Association will be held at the King Edward Hotel, Toronto, Ont., November 2 and 3, 1922. The program committee is at work preparing a very interesting program, according to a statement of Secretary P. G. Rogers.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Rallies Sharply—Sentiment Less Bearish—Technical Position a Factor—Rail Strike Causing Strong Cash Position—Some Export Demand—Compound Trade Good—Cotton Reports Less Favorable.

The cotton oil futures market on the New York Produce Exchange continued quite active the past week, and with a considerable change in the dominating influences and an oversold condition the result of the recent decline, prices rallied 25 to over 60 points from the lows of last week, the nearby positions showing the greater strength. Offerings were somewhat lighter, but this counted for little, the news running more favorable than for some time past. While the foreign financial and political outlook showed no improvement whatsoever, there were claims of some export business in cottonseed oil, with further inquiries in the market, but the volume of trade was not disclosed, and was thought to have been small.

Smaller Cotton Crop Expected.

An outstanding feature was the less favorable cotton crop advices, with a continuation of unfavorable weather throughout the week, and a rather confident feeling that the prospects had been lowered from the last government report indicating 11,400,000 bales. The Southern attitude was to reduce the prospect rather sharply, with some estimated down as low as 10½ million bales, although none of the recognized crop estimating authorities have issued any new reports as yet. The continuous rains in most states, except Texas, were disquieting, while the dry weather in Texas was not relieved to any extent, according to the official reports. Weevil activity was complained of considerably, and this condition in the South, with the weather, brought about a better speculative demand from Southerners for oil future contracts. At the same time, shorts in the nearby positions were particularly disturbed by the rail situation, and covering here, with support through one of the leading refiners in the old crops, caused August and September to lead the upturn.

Packing interests were moderate sellers during the week, but at the same time it is interesting to note that sales of bleachable oils were made to packers at equal to the same price as prime summer yellow futures at one time. One of the relief organizations was reported in the market for 3,500 tons of compound, and domestic compound trade was reported as good. Cash oil continued to be firmly held by all refiners, but the cash oil demand was reported only fair. Commission houses and the professional element also were inclined to look for a very favorable government report on cotton oil consumption during July, with most estimates running from 175,000 to 200,000 bbls. disappearance for the month.

Bullish Report Led to Covering.

The prospects of a bullish report led to quite a little covering in the way of evening up, but on the bulge toward the latter part of the week, profit taking set in, and professional pressure was resumed. Refiners sold November and the distant months moderately on the advances, presumably in the way of hedges, or in anticipation of crude purchases. The volume of crude oil offering is small, and the crude market was firmer, with sales of Southeast August shipment at 8 cents, or a quarter cent better than last week; first half September was 7.40c bid and all September Southeast, 7c. Valley crude, first half September, was 7¼c bid, and all September 6.85c. Compound was quoted at 11¾@12c, and one leading interest stated that it was unlikely that the relief order would be filled, as few cared to take a

chance on immediate shipment compound. owing to the rail strike. Claims were made that the packers had very little oil on hand, and while the situation appears to have undergone a marked change, the conservative element were going slow, believing that a more two-sided market was to be witnessed, and laying particular stress on the fact that a return of good weather in the cotton belt might easily unsettle the longs again, as might a settlement of the rail strike, which appeared closer than since the strike began.

Lard Stocks Decreased.

The lard stocks at Chicago decreased ten million pounds the first two weeks of August, reflecting the light hog run and also the rail situation, with total supplies 72,856,000 lbs., against about 95,000,000 at this time last year. The decrease in the stock also was a reflection of the exports the past two weeks of some forty million pounds of lard. Bleachable oil was quoted at 9¼c Texas, and was reported to have sold at 10 cents, Chicago.

Seed Crop and Crush Summary.

The following table is rather interesting as to the seed crop and crush:

Year.	Cotton crop, bales.	Seed crop, tons.	Crush, tons.
1921.....	7,977,000	3,704,000	*2,980,000
1920.....	13,270,000	5,971,000	4,069,000—68%
1919.....	11,325,000	5,074,000	4,012,000—80%
1918.....	11,906,000	5,360,000	4,478,000—83.5%
1917.....	11,248,000	5,040,000	4,251,000—84.5%
1916.....	11,363,000	*5,113,000	4,479,000—87.5%
1915.....	11,068,000	4,992,000	4,202,000—85.5%

*To June 30.

On the basis of about 950 lbs. of seed to a bale, the cotton crop this year of 11,500,000 bales would give a seed crop of about 5,500,000 tons. The average seed crop for the years 1919, 1918, 1917, 1916 and 1915, when the cotton crop was approximately the same as, or a little less than, estimated this year, was 5,122,000 tons. On the basis of 900 lbs. per bale the seed crop would be 5,175,000 tons.

COTTONSEED OIL.—Market transactions:

Thursday, August 10, 1922.

	Sales.	Range High.	Range Low.	Closing Bid.		Closing Asked.
Spot	....	....	....	....	a	....
Aug.	400	970	965	965	a	970
Sept.	700	980	971	960	a	965
Oct.	2700	899	883	884	a	885
Nov.	1000	803	795	793	a	795
Dec.	1400	797	791	791	a	792
Jan.	2300	797	790	790	a	792
Feb.	....	....	....	789	a	792
March	....	....	....	794	a	796

Total sales, including switches, 13,100 Prime Crude S. E. 775-800.

Friday, August 11, 1922.

	Sales.	Range High.	Range Low.	Closing Bid.		Closing Asked.
Spot	....	....	....	965	a	1000
Aug.	....	....	....	965	a	980
Sept.	200	972	960	970	a	972
Oct.	1100	890	885	887	a	889
Nov.	7300	800	795	798	a	799
Dec.	5800	795	792	793	a	795
Jan.	2300	794	791	793	a	794
Feb.	400	793	790	791	a	793
March	2400	799	794	797	a	799

Total sales, including switches, 26,100 Prime Crude S. E. 775-800.

Saturday, August 12, 1922.

	Sales.	Range High.	Range Low.	Closing Bid.		Closing Asked.
Spot	....	....	....	970	a	....
Aug.	....	....	....	970	a	1000
Sept.	2400	978	966	975	a	977
Oct.	4600	893	887	890	a	891
Nov.	1700	796	791	791	a	792
Dec.	200	787	786	786	a	788
Jan.	100	787	787	785	a	787
Feb.	....	....	....	784	a	785
March	1200	799	793	790	a	792

Total sales, including switches, 10,200 Prime Crude S. E. 775-800.

Monday, August 14, 1922.

	Sales.	Range High.	Range Low.	Closing Bid.		Closing Asked.
Spot	....	....	....	975	a	....
Aug.	200	975	975	970	a	985
Sept.	1200	975	965	977	a	985
Oct.	2000	888	878	886	a	888
Nov.	1300	790	782	788	a	790
Dec.	2000	782	774	781	a	782
Jan.	1500	780	776	779	a	780
Feb.	300	784	779	779	a	780
March	5500	790	779	787	a..	788

Total sales, including switches, 16,000 Prime Crude S. E.

Tuesday, August 15, 1922.

	Sales.	Range High.	Range Low.	Closing Bid.		Closing Asked.
Spot	....	....	....	975	a	....
Aug.	....	....	....	975	a	1005
Sept.	2000	985	980	985	a	987
Oct.	1800	894	885	893	a	894
Nov.	2800	795	790	791	a	794
Dec.	3600	788	778	784	a	785
Jan.	700	785	784	784	a	785
Feb.	200	785	785	783	a	785
March	1100	793	791	790	a	792

Total sales, including switches, 12,200 Prime Crude S. E. 800 bid.

Wednesday, August 16, 1922.

	Sales.	Range High.	Range Low.	Closing Bid.		Closing Asked.
Spot	....	....	....	1010	a	....
Aug.	400	1020	1000	1000	a	1030
Sept.	3100	1012	998	1007	a	1011
Oct.	5200	915	896	911	a	913
Nov.	3600	803	786	798	a	801
Dec.	3300	795	787	792	a	794
Jan.	1800	795	785	792	a	793
Feb.	1700	792	788	792	a	793
March	700	805	800	799	a	800

Total sales, including switches, 20,000 Prime Crude S. E. 800 sales.

Thursday, August 17, 1922.

Closed 12 to 20 points net higher; sales, 16,400 bbls.; prime crude, 8.25c nominal; prime summer yellow spot, 10.40c bid; Sept. closed 10.19c; Dec., 8.06c; March, 8.13c; all bid.

SEE PAGE 34 FOR LATER MARKETS.

COCOANUT OIL.—Consuming demand for cocoanut oil continues exceptionally quiet and there is little interest in the market. Persistent reports are current of offerings of re-sale Ceylon type, August shipment, and very little encouraging news is to be found in any quarter. The nut butter business is said in all quarters to have fallen off sharply, notwithstanding the unsettled labor situation and general financial conditions. At New York Ceylon type in barrels was quoted at 8½@8¾c; tanks, coast, 7c; Cochin, barrels, 9@9½c; tanks, 8¼@8½c; edible cocoanut, barrels, 9¾@10¼c.

PEANUT OIL.—The trade at present is talking more of the high import duty and the prospective smaller peanut crop than anything else. Southern offerings of crude continue small, and the market firm. Oriental peanut oil is nominal at 9½c f. o. b. coast ports in bond. At New York crude in barrels was quoted at 11¼@11½c; tanks, f. o. b. mills, 9¼c; deodorized, barrels, New York, 12@12½c.

CORN OIL.—The western market for crude corn oil, after selling down to 8c last week, rallied to 8¼c and was held as high as 8½c. Packers picked up some oil on the break, and offerings from producers were decidedly smaller. Refined oil demand was moderate, but refined prices rather steady. Crude in barrels at New York was quoted at 10½@10¾c; tanks, Chicago, 8¼@8½c; refined, barrels, New York, 11½c, and cases, 11.88c.

PALM OIL.—The market was quiet and unchanged with Lagos spot, New York, 7@7¼c; shipment, 7@7¼c, and Niger, casks, 6@6⅛c.

PALM KERNEL OIL.—The weakness in cocoanut oil continued to take away interest in palm-kernel oil and the market at New York was nominal at 8½@8¾c.

SOYA BEAN OIL.—The demand for imported oil remains dull, owing to the duties, and offerings of crude, August shipment, from the Orient at 7⅛c, bulk in bond, c. i. f. New York, attracted little attention. At New York crude was quoted at 11@11¼c in barrels; blown at 11¾@12c; Pacific coast tanks, 9⅞@10c; and deodorized, barrels, New York, 12@12¼c.

COTTONSEED OIL. — Demand fair; prime summer yellow, New York, 10½@10¾c; southeast crude, 8c sales; valley, 7¼c bid for nearby, future crude nominal; bleachable oil, 9¼c Texas, 10c sales Chicago.

EXPORTS OF VEGETABLE OILS.

Exports of vegetable oils from the port of New York during the month of July, 1922, by countries of destination, were as follows:

REFINED COTTONSEED OIL.—Latvia, 62 lbs.; Norway, 47,500 lbs.; England, 54 lbs.; Costa Rica, 11,220 lbs.; Guatemala, 3,900 lbs.; Honduras, 1,645 lbs.; Nicaragua, 3,000 lbs.; Panama, 59,772 lbs.; Salvador, 7,500 lbs.; Mexico, 21,386 lbs.; Bermuda, 150 lbs.; Jamaica, 18,609 lbs.; British West Indies, 22,536 lbs.; Cuba, 148,059 lbs.; Dominican Republic, 78,856 lbs.; Dutch West Indies, 7,215 lbs.; French West Indies, 204,603 lbs.; Haiti, 5,165 lbs.; Virgin Islands, 2,673 lbs.; Argentine, 447,365 lbs.; Chile, 219,852 lbs.; Colombia, 8,107 lbs.; Dutch Guiana, 15,329 lbs.; French Guiana, 56,545 lbs.; Uruguay, 41,130 lbs.; Venezuela, 2,492 lbs.; Japan, 6,900 lbs.; Philippine Islands, 763 lbs.; Australia, 3,700 lbs.; New Zealand, 740 lbs.; total, 1,446,828 lbs.

PEANUT OIL.—Jamaica, 150 lbs.

CORN OIL.—Denmark, 5,700 lbs.; Latvia, 70 lbs.; Jugo-Slavia, 13,300 lbs.; Costa Rica, 16,650 lbs.; Guatamala, 1,000 lbs.; Salvador, 3,750 lbs.; Bermuda, 215 lbs.; Barbados, 375 lbs.; Jamaica, 65,500 lbs.; Trinidad, 19,350 lbs.; British West Indies, 720 lbs.; Cuba, 92,350 lbs.; Dominican Republic, 118,010 lbs.; Dutch West Indies, 3,000 lbs.; Haiti, 650 lbs.; Virgin Islands, 875 lbs.; Argentina, 19,000 lbs.; Colombia, 3,500 lbs.; Venezuela, 73 lbs.; New Zealand, 6,061 lbs.; British South Africa, 53,202 lbs.; Egypt, 2,880 lbs. Total, 426,231 lbs.

VEGETABLE OIL LARD COMPOUNDS.—Germany, 250 lbs.; Norway, 5,500 lbs.; Russia, 594,498 lbs.; Ukraine, 189,840 lbs.; England, 37,980 lbs.; Costa Rica, 900 lbs.; Guatamala, 9,961 lbs.; Panama, 900 lbs.; Mexico, 16,632 lbs.; Newfoundland, 2,350 lbs.; Bermuda, 72 lbs.; Jamaica, 5,805 lbs.; Trinidad, 1,106 lbs.; British West Indies, 33,516 lbs.; Cuba, 243,218 lbs.; Dominican Republic, 100 lbs.; Dutch West Indies, 1,100 lbs.; Haiti, 97,481 lbs.; Virgin Islands, 2,568 lbs.; Chile, 2,000 lbs.; Venezuela, 180 lbs.; Palestine, 72 lbs.; Philippine Islands, 12,600 lbs.; British West Africa, 1,100 lbs.; British South Africa, 648 lbs. Total, 1,260,377 lbs.

VEGETABLE OILS NEED COAL.

The coal situation in the South is such that in Georgia steps have already been taken by the vegetable oil industry to avoid a tie-up. Recently Secretary W. M. Hutchinson of the Cottonseed Crushers' Association of Georgia sent the following memorandum to the Georgia State Railroad commission, which is in charge of the distribution of fuel:

In behalf of the cotton seed and peanut oil mills of Georgia, about 150 of them, and over 2,000 ginneries, we respectfully ask the Railroad Commission of Georgia to consider the following facts:

First. That it is most important to gin cotton with the utmost dispatch in order to circulate the proceeds of the cotton crop; that cotton seed and peanuts are perishable products and must be crushed promptly in order to save their valuable food and feed content.

Second. That cotton seed and peanut oil mills and ginneries of the State of Georgia are in a very serious position in the present coal situation; that stocks of fuel are very limited and the cotton crop is maturing very rapidly in the southern part of the state, and is being picked and offered to the gins in considerable quantity.

Third. A great many mills and ginneries have made contracts for coal, some at a price as low as $1.75 per ton. Some of them have not yet made any contracts due to the uncertainty concerning the size of the cotton and peanut crops. Owing to recent orders of the Interstate Commerce Commission, the delivery of fuel on contracts, and spot purchases, has been seriously complicated if not totally discontinued.

Fourth. The cotton seed and peanut mills are seriously embarrassed and hesitate to make contracts for cotton seed and peanuts with the farmers until they know whether they are going to be provided with fuel for crushing same, and necessarily these industries are in very great suspense.

Fifth. During the world war the cotton oil, peanut and ginning industries were placed in the category of essential industries and on behalf of these industries we urgently ask that you place them in the highest class of coal priority to which they may be entitled by reason of their being so important and essential to the common welfare, and that you direct the resumption of delivery of fuel to these industries at the earliest practicable moment.

COTTONSEED CENSUS REPORT.

The U. S. Census Bureau reports cottonseed and products received, crushed and on hand, on August 1, 1922, as follows:

Cottonseed—	
Received at mills, lbs.	2,918,000
Crushed, lbs.	3,001,000
On hand, tons	14,000
Crude Oil—	
Stocks, lbs.	6,896,000
Refined Oil—	
Stocks, lbs.	164,443,000
Cake and meal, tons	67,000
Hulls, tons	25,000
Linters (500-lb. bales)	41,000
Total disappearance oil, bbls.	142,000
Total disappearance meal, tons	27,000

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products were dull and weaker the latter part of the week with hog receipts larger than expected. There was weakness in cash meats and a limited cash trade. Some selling was credited to foreigners, but the English market continued steady. Demoralization of the German exchange had influence on the export lard movement which continued heavy.

Cottonseed Oil.

Cottonseed oil, after advancing thirty-five to seventy-five points from last week's lows, with cotton reports less favorable and covering of shorts, dropped twenty to thirty points on Friday under disappointing government consumption report and renewed liquidation. The government report showed July disappearance 136,000 barrels, against 151,000 for June. July disappearance was forty thousand below expectations. The carryover of old oil on Aug. 1 was estimated at 431,000 barrels, against 686,000 last year. The consumption of refined oil for the season was 2,256,000 against 3,099,000 the previous year.

Quotations on cottonseed oil at Friday noon were: August, $10.00@10.50; September, $9.90@9.95; October, $9.05@10.00; November, $7.75@7.98; December, $7.90@7.95; January, $7.90@7.94; February, $7.95@8.00; March, $7.95@8.00.

Tallow.

Special loose, 6¼c nominal.

Oleo Stearine.

Sales, 10c nominal; extra oleo oil, 12½c.

FRIDAY'S GENERAL MARKETS.

New York, August 18, 1922.—Spot lard at New York, prime western, $11.45@11.55; Middle West, $11.20@11.30; city steam, $11.25; refined continent, $12.55; South American, $12.80; Brazil kegs, $13.80; compound, car lots, $11.75@12.00.

Liverpool Provision Markets.

Liverpool, August 18, 1922.—(By Cable.)—Quotations today: Shoulders, square, 87s ($19.31); shoulders, picnics, 70s ($15.54); hams, long cut, 114s ($25.30); hams, American cut, 110s ($24.42); bacon, Cumberland cut, 110s ($24.42); bacon, short backs, 92s ($20.42); bacon, Wiltshire, 118s ($26.20); bellies, clear, 91s ($20.29); Australian tallow, fine, 39s 9d@41s ($8.84@9.10); mixed, 38s 9d ($8.61); spot lard, 65s 6d ($14.55).

Hull, England, August 18, 1922.—(By Cable.)—Refined cottonseed oil.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, August 17, 1922, with comparisons, are reported to The National Provisioner as follows:

	Week ending Aug. 17.	Previous week.	Cor. week, 1921.
Armour & Co.	9,500	9,900	12,389
Anglo-Amer. Provision Co.	4,500	4,700	8,976
Swift & Co.	7,600	8,900	11,525
G. H. Hammond & Co.	5,500	5,600	7,403
Morris & Co.	7,100	9,400	9,855
Wilson & Co.	8,100	8,700	5,700
Boyd-Lunham & Co.	4,800	5,100	6,378
Western Pkg. & Prov. Co.	12,300	11,300	9,000
Roberts & Oake	3,800	4,400	3,100
Miller & Hart	3,300	3,300	2,816
Independent Packing Co.	5,200	5,500	4,742
Brennan Packing Co.	5,800	4,300	4,400
Wm. Davies Co.	1,600	1,600	....
Others	6,100	8,100	5,500
Total	75,200	80,800	91,784

MEAT INSPECTION CHANGES.

Recent inspection changes in the federal meat inspection service are reported by the U. S. Bureau of Animal Industry as follows:

Meat Inspection Inaugurated.

Swift & Co., Houston Heights, Houston, Tex; The Cudahy Packing Co., 17 N street, N. W., Fall River, Mass.; *Howard Pancero, 2011 Broad street, Cincinnati, Ohio; *Lincoln Meat Co., 3806 South Halsted street, Chicago, Ill; The Procter & Gamble Co., Hazel street, Macon, Ga.; Loschke & Zercher Meat & Sausage Co., Forty-third street and State Line, Rosedale, Kan.; *Hamilton Chemical Co., R. 2, Noblesville, Ind.; Buck & Co., Inc., Lebanon, Pa.; National Kosher Wurst Co., 180 Spruce street, Chelsea, Mass.

*Conducts slaughtering.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to August 18, 1922, show exports from that country were as follows: To England, 53,631 quarters; to the Continent, 2,973 quarters; to other ports, 1,266 quarters. Exports for the previous week were as follows: To England, 109,512 quarters; to the Continent, 46,279 quarters; to other ports, none.

Meat Production and Consumption Statistics

Meat and livestock production and consumption statistics for June, 1922, compared to a year ago, are compiled by the U. S. Bureau of Agricultural Economics as follows:

CATTLE, CALVES, BEEF, AND VEAL.

	June 1921.	June 1922.	January-June 1921.	January-June 1922.
Inspected slaughter:				
Cattle	640,186	724,418	3,637,727	3,900,904
Calves	369,696	388,919	1,998,180	2,114,867
Average live weight:				
Cattle, pounds	1,010.01	982.45	....	....
Calves, pounds	160.89	156.42	....	....
Average dressed weight:				
Cattle, pounds	559.22	546.12	....	....
Calves, pounds	91.14	87.61	....	....
Total dressed weight (carcass):				
Beef, pounds	358,004,815	395,619,158	1,980,502,339	2,167,706,422
Veal, pounds	33,694,093	34,073,194	176,529,250	178,808,111
Storage:				
Beginning of month—				
Fresh beef, pounds	88,836,376	37,547,587	....	....
Cured beef, pounds	20,716,370	19,304,412	....	....
End of month—				
Fresh beef, pounds	76,523,060	31,704,883	....	....
Cured beef, pounds	19,696,700	19,072,349	....	....
Exports:				
Fresh beef and veal*, pounds	167,318	214,427	9,560,313	1,764,980
Cured beef, pounds	2,004,136	2,566,966	10,942,840	13,144,382
Canned beef, pounds	164,327	236,766	3,6'8,729	1,279,967
Oleo oil and stearin†, pounds	12,766,437	13,582,651	80,106,133	62,306,713
Tallow, pounds	778,520	4,592,707	4,842,044	18,702,213
Imports:				
Fresh beef and veal, pounds	1,855,874	3,142,872	14,903,391	10,526,837
Tallow, pounds	718,491	110,390	956,447	491,855
Prices per 100 lbs.:				
Average cost in U. S. of all classes and grades—				
Cattle	$6.61	$7.37	....	....
Calves	$8.05	$8.52	....	....
Cattle good steers (Chicago)	$8.34	$8.96	....	....
Beef carcasses, good grade (eastern markets)	$15.07	$14.55	....	....
Veal calves (Chicago)	$8.72	$8.89	....	....
Veal carcasses, good grade (eastern markets)	$16.90	$15.28	....	....
Receipts of cattle and calves at public stockyards	1,580,328	1,758,592	9,015,981	9,773,199
Stocker and feeder shipments from public stockyards	209,496	315,057	1,267,653	1,673,519
Estimated number of cattle on farms in U. S.:				
Jan. 1	65,587,000	65,352,000	....	....
June 1	70,952,000	70,861,000	....	....
HOGS, PORK, AND PORK PRODUCTS.				
Inspected slaughter of hogs	3,6'8,152	4,046,304	21,088,973	21,523,056
Average live weight, pounds	223.65	231.31	....	....
Average dressed weight, pounds	171.18	178.11	....	....
Total dressed weight (carcass), pounds	619,355,259	720,687,205	3,653,300,993	3,731,038,889
Number of pounds of lard per 100 lbs. live weight	16.19	16.45	....	....
Storage:				
Beginning of month—				
Fresh pork, pounds	194,485,820	114,570,565	....	....
Cured pork, pounds	606,901,248	521,084,448	....	....
Lard, pounds	181,992,047	123,797,655	....	....
End of month—				
Fresh pork, pounds	182,162,880	128,577,410	....	....
Cured pork, pounds	617,098,125	579,069,089	....	....
Lard	204,301,330	154,825,523	....	....
Exports:				
Fresh pork,* pounds	2,071,244	2,096,065	36,754,081	6,581,369
Cured pork, pounds	56,886,623	58,626,603	343,391,192	318,576,120
Canned pork, pounds	89,389	174,667	350,639	1,463,659
Sausage, pounds	582,039	1,030,606	4,421,101	4,684,256
Lard, pounds	69,892,992	58,957,437	433,817,077	372,877,055
Imports, fresh pork, pounds	68,058	26,924	346,820	460,342
Prices per 100 lbs.:				
Average cost in U. S. of all classes and grades	$7.99	$10.33	....	....
Live hogs, medium weight (Chicago)	$8.35	$10.67	....	....
Fresh pork loins, 10-14 lbs. (eastern markets)	$19.64	$19.14	....	....
Shoulders, skinned (eastern markets)	$13.03	$14.66	....	....
Picnics, 6-8 lbs. (eastern markets)	$12.30	$14.78	....	....
Butts, Boston style (eastern markets)	$14.85	$17.50	....	....
Bacon, breakfast (eastern markets)	$27.95	$28.25	....	....
Hams, smoked, 10-12 lbs. (eastern markets)	$27.90	$30.29	....	....
Lard, tierces (eastern markets)	$11.23	$13.17	....	....
Receipts of hogs at public stockyards	3,578,830	3,776,359	22,231,333	21,881,010
Stocker and feeder shipments from public stockyards	33,316	57,024	304,290	346,252
Estimated number of hogs on farms in U. S.:				
Jan 1	56,097,000	56,996,000	....	....
June 1	67,917,000	68,999,000	....	....
SHEEP, LAMB AND MUTTON.				
Inspected slaughter of sheep and lambs	1,116,069	1,028,136	6,243,178	5,206,708
Average live weight, pounds	72.57	71.91	....	....
Average dressed weight, pounds	35.05	35.43	....	....
Total dressed weight (carcass), pounds	39,118,218	36,426,858	245,615,382	200,876,378
Storage of fresh lamb and mutton:				
Beginning of month, pounds	15,877,485	2,309,858	....	....
End of month, pounds	8,714,330	3,744,474	....	....
Exports of fresh lamb and mutton,* pounds	4,969,262	229,796	61,677,237	1,017,829
Imports of fresh lamb and mutton, pounds	103,826	1,736,867	19,464,893	6,924,880
Prices per 100 lbs.:				
Average cost in U. S. of all classes and grades	$9.20	$11.35	....	....
Lambs, 84 lbs. down, medium prime (Chicago)	$10.49	$11.90	....	....
Lamb carcasses, good grade (eastern markets)	$24.50	$24.19	....	....
Sheep, medium to choice grade (Chicago)	$4.36	$5.76	....	....
Mutton, good grade (eastern markets)	$12.89	$14.87	....	....
Receipts of sheep at public stockyards	1,849,527	1,700,156	10,499,515	9,318,347
Stocker and feeder shipments from public stockyards	88,910	182,285	552,181	919,915
Estimated number of sheep on farms in U. S. Jan. 1	37,452,000	36,048,000	....	....

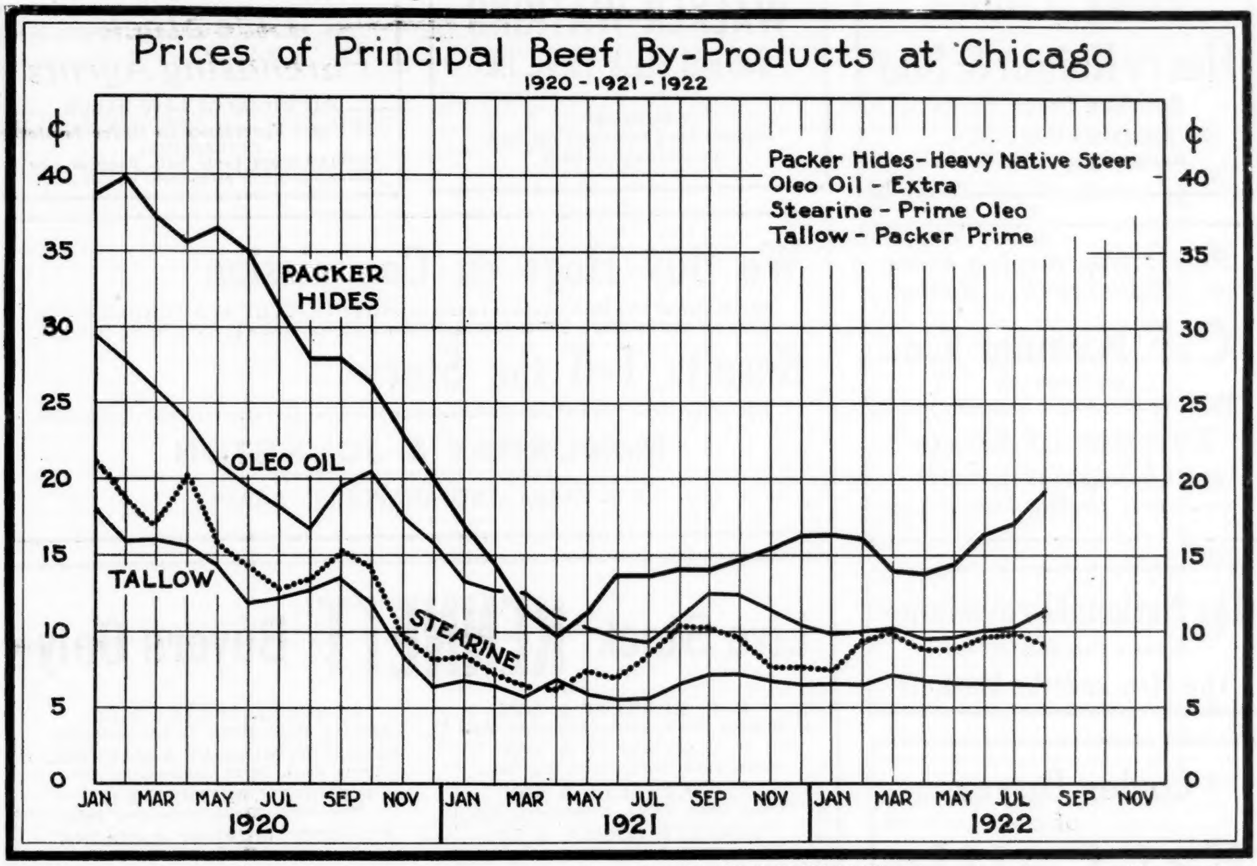
*1921 figures include re-exports. None reported for June, 1922.
†1922 figure is for oleo stearin only.

August Chart Shows Hides and Oleo Oil Prices Up—Others Down

The chart on this page is given for the second month in the series of up-to-the-minute graphic comparisons of THE NATIONAL PROVISIONER'S statistical service. The charts in the series cover livestock and meat production and prices, by-product prices and storage stocks. For purposes of comparison with pre-war years a set of bar tables is included.

The chart this week shows beef by-product prices up to the middle of August, 1922. Of the by-products shown, the prices of packer hides and oleo oil have advanced considerably since the last chart appeared, about the middle of July. On the other hand, the prices of stearine and tallow have tended to decline.

Charts indicate the working out of economic principles and laws which it is important to know in order to understand business and plan ahead intelligently. But charts do not tell everything the first time they are looked at. They must be studied to get their full value.



This chart is based on actual market quotations taken from the records of THE NATIONAL PROVISIONER. All of the prices are monthly averages of weekly quotations. They were taken for the calendar months up to and including June, 1922, and thereafter for periods ending in the middle of the month. (The comparisons with 1909-14 will be found in the bar tables below.

By Product Prices Compared to Pre-War Average

Showing percentage of prices for August, 1922, 1921 and 1920, to the average of August during the six years, 1909-1914.

EXTRA OLEO OIL.

August, 1922 ....100.3
August, 1921 .... 97.6
August, 1920 ....149.3
Avg. August 1909-14.100.0

PRIME OLEO STEARINE.

August, 1922 .... 84.09
August, 1921 .... 96.6
August, 1920 ....123.5
Avg. August 1909-14.100.0

PACKERS' PRIME TALLOW.

August, 1922 .... 93.5
August, 1921 .... 95.8
August, 1920 ....184.8
Avg. August 1909-14.100.0

HEAVY NATIVE STEER HIDES.

August, 1922 ....100.9
August, 1921 .... 79.3
August, 1920 ....158.5
Avg. August 1909-14.100.0

BY-PRODUCT PRICES AT CHICAGO.

The prices of principal beef by-products at Chicago on which THE NATIONAL PROVISIONER'S chart is based are as follows, figures being actual market quotations:

	PACKER HIDES. Heavy native steer, cts. per pound.	OLEO OIL. Extra, cts. per pound.	TALLOW. Prime packers, cts. per pound.	STEARINE. Prime oleo, cts. per pound.
1920—				
Jan.	38.85	29.35	17.98	21.18
Feb.	39.75	27.88	16.03	18.75
March ...	37.27	26.00	16.06	17.25
April	35.60	23.90	15.73	20.28
May	36.50	21.00	14.09	15.88
June	35.00	19.63	12.03	14.31
July	31.40	18.15	12.20	12.93
Aug.	28.00	16.83	12.75	13.69
Sept.	28.00	19.50	13.41	15.22
Oct.	26.50	20.50	12.00	14.22
Nov.	23.00	17.75	8.69	9.91
Dec.	20.00	15.98	6.58	8.13
1921—				
Jan.	17.00	13.25	6.75	8.47
Feb.	14.50	12.88	6.50	7.38
March ...	11.60	12.50	5.81	6.63
April	9.88	11.03	6.97	6.38
May	11.38	10.22	6.00	7.56
June	13.80	9.69	5.50	7.13
July	13.75	9.33	5.58	8.65
Aug.	14.00	11.00	6.61	10.63
Sept.	14.00	12.68	7.28	10.35
Oct.	14.75	12.53	7.25	9.75
Nov.	15.56	11.50	6.87	7.75
Dec.	16.40	10.38	6.58	7.78
1922—				
Jan.	16.50	9.97	6.56	7.69
Feb.	16.25	10.00	6.56	9.37
March	13.90	10.13	7.13	10.03
April	13.50	9.50	6.87	8.88
May	14.25	9.63	6.69	8.88
June	16.60	10.03	6.63	9.60
July	17.73	10.20	6.62	9.96
Aug.	19.22	11.31	6.65	9.25

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, August 17.

The elevation of beef steer values to the highest mark of the year, a narrowing of the spread between light hogs and packing sows, as the former worked largely 25c lower and the latter 10 to 25c higher, net gains of 25 to 50c on fat lambs, fat ewes reflecting a 25c upturn in most instances, and sharp advances in veal calf values were among the chief events in the live stock trade during the week. The railroad strike situation reduced marketings, especially early in the week. The supply of western grass cattle was meager and on early sessions the quota of western lambs was unseasonably small. Uncertain railway conditions interfered with the outlet of stocker and feeder cattle and feeder lambs, causing some prospective buyers to delay their purchases until better transportation is assured.

A new high top for the year on beef steers was scored today when shippers took 18 head of branded Herefords from an Illinois feed lot at $10.95. This load averaged 1,407 lbs. On the same session a load of Missouri fed Angus averaging 1,332 lbs. brought $10.90 and several strings averaging 1,274 to 1,480 lbs. scored the same price on a market that, as to beef steers, was generally 25 to 50c higher for the week. Sales of light and weighty steers were numerous at $10.75@10.85 as the week progressed. Highly finished yearlings reached the latter price, one string of steers and heifers making that mark Wednesday, a new high top for the year for youngsters. Beef steers of value to sell at $10.00@10.50 reflected the most gain, and at the close few steers showing a respectable corn-crib cross were available under $10.00. Grass fat steers at $8.75 downward were plain. A load of Mineral Point, Wis., grassers sold at $9.50. During the scramble for fat steers buyers hesitated to establish new tops, but consented to take less highly finished bullocks at relatively high prices. On Tuesday more than 90 per cent of the fat steer contingent graded good and choice, and the average price of beef steers sold that day stood at $9.82.

The better grades of fat cows and heifers gained 25c mostly, price differentials favoring these as fat steers advanced. Bulk of the grass cows at $4.25@5.50 held close to steady as did canners and cutters at $2.75@3.75, mostly. Bulls advanced largely 25c, best heavy bolognas bringing upward to $4.40 at the close. Scarcity of and active demand for veal calves advanced values $1.25@1.75 on brisk markets, packers paying upward to $13.00 today, taking the bulk of desirable vealers around $12.50.

Light hogs scored $10.35 early in the week, but today sold off at $9.85, a price equal to the season's low time. The narrowing of the price range between light hogs and heavy packers is expected to continue, as arrivals of new crop offerings increase. As evidenced by the advance in packing sows, the decline in light hogs and the general steadiness of butchers averaging 250 lbs. up, big killers showed a disposition to plainer and lower priced hogs. Shipping orders furnished what little life the trade in light hogs displayed. Today, bulk of 210 to 240-lb. butchers sold at $9.30@9.50, bulk of the 250 to 275-lb. butchers bringing $9.10@9.25, while the majority of the packing sows turned at $7.50@8.00. A few rough 400-lb. sows cashed at $7.00@7.25, light butcher sows stopping at $8.50, similar kinds having reached $8.80, however, on the week's earlier sessions.

At the week's high time a few fat choice native lambs reached $13.00 to a city butcher. Packers took the bulk of the cornbelters today at $12.35@12.50, and majority of the westerns at $12.40@12.80. During the week Washington lambs topped to shippers at $12.90, natives bringing $12.75 from that source. Cull natives sold for slaughter mostly at $9.00. Fat ewes at $7.25 were of tidy weights but not choice, and extremely heavy kinds cleared largely at $3.50@4.00. Montana wethers averaging 118 to 122 lbs. sold off from $7.85 early in the week to $7.40 today and illustrated the seasonal narrow demand for mutton. Bulk of the feeding lambs cleared on country account at $12.25@12.40, best 60 to 65-lb. kinds making $12.50 and heavier weights $11.90@12.10. A spread of $9.50@10.00 took best yearling native breeding ewes, bulk of the two-year-old to full-mouthed kinds clearing at $7.50@8.50. Light fleshed and big weight kinds sold downward to $5.00.

KANSAS CITY.

(Special Letter to The National Provisioner.

Kansas City Stock Yards, August 16.

Cattle receipts in the three days this week exceeded 57,000, and the calf run in the same period was 15,000. This is the largest supply thus far this week, and in excess of the corresponding period last year. Notwithstanding the liberal supply, the market has ruled higher, and today's average is 25 to 35 cents higher than a week ago. Several loads of prime steers sold at $10.65 to $10.75. Choice to prime steers brought $9.75 to $10.60, and short fed grades $9 to $9.75. Heavily wintered summer grazed steers brought $8.75 to $10, and straight grass fat cattle sold at $4.50 to $8.85. Those below $6.50 were on the common order though fairly fat. Cows are 15 to 25 cents higher. The bulk of the fat grades are selling at $4.50 to $6.50 and canners and cutters at $2.50 to $4.25. Prime heifers sold up to $9.75. Few were offered that brought better than $8.50, and most of the grass fat heifers sold at $5.50 to $7.25. Veal calves are $1 to $1.50 higher. A few choice veals today sold up to $11.

Hog prices showed moderate strength early in the week, but today the market turned down again and was about steady with a week ago. Practically all the 160 to 210 pound hogs, good quality, are selling at $9.35 to $9.45. The heavy grades and those with less quality are bringing $8.75 to $9.30, and extreme heavy hogs $8.25 to $8 85. Packing sows are bringing $7.50 to $7.75 and pigs $9 to $9.75.

The sheep market is strong and generally 50 cents higher than a week ago. Prime Colorado lambs today sold up to $12.60 and native lambs up to $12.50. Most of the prime fat ewes brought $6.50 to $7 and grass fat wethers $7 to $7.50.

ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Aug. 16, 1922.

The cattle supply continues liberal and receipts for the week ending today totals something over 30,000. Following the decline of last week, due to disturbed labor conditions which affected transportation, prices this week have taken an upward turn, although the same labor conditions still prevail. The principal fluctuation in prices occurs in the medium and common cattle, best cattle by which is meant those selling for $9.75 and up, remain practically unchanged. A string of 1235 lb. white faced steers topped the market in matured beeves on Monday, bringing $10.25 and a string of 1000 lb. Angus yearlings topped for the period on the same day bringing $10.25. Quite a number of sales in the good class are reported at $9.50 to $10.00. Grassers as a rule are ranging from $5.50 to $8.00, and the butcher offerings, $4.00 to $5.75. In the quarantine division the market reflects its full advance. As good a comparison as any, was the sale on Wednesday of a sixteen car train of 1100 lb. Oklahoma cattle which brought $6.00, it is doubtful if they would have brought $5.75 a week ago. The stocker and feeder trade shows considerable activity. There was a fair supply of them during the week and they have had good clearances at prices ranging from $3.50 to $7.25.

Hog receipts for the week are 54,000. On Monday and Tuesday of the calendar week, considerable strength was shown in this department, but on Wednesday there was a 25c decline, which results in bringing the market back to just about where it was a week ago. The eastern order buyers have not been as active during the week as the packers, due, of course, to transportation conditions. This also has had the effect of making the light hogs and pigs the soft spot in the market. We have had some carry-overs during the week but all conditions considered, clearances have been fair.

Today's quotations: Mixed and butchers, $9.35@9.70; good heavies, $8.75@9.15; roughs, $6.75@7.25; lights, $9.50@9.70; pigs, $9.25@9.50; bulk, $9.35@9.70.

The sheep run totals 16,500. The market in this department has been a strong active affair during the entire period. The top for the period was made on Tuesday when $12.15 was paid for some real good lambs. The same price was paid on Wednesday on a string of good lambs going to the city butchers, the packer price for the most part ranged from $11.75 to $12.00, plainer lambs are selling at $11.00 to $11.65, the thin ones going at $10.25 to $10.75. Handy weight sheep are bringing $6.00, heavies and plain ewes, $3.50 to $5.00; breeding ewes, $6.50 to $7.00. The quotations on breeding ewes would indicate a slightly lower market on this kind, but strictly good offerings would no doubt change this price condition.

OMAHA.

South Omaha, Neb., Aug. 16, 1922.

While receipts of fat cattle continue unusually heavy for this time of the year, the desirable grades of corn fed steers and she stock have been in very good demand this week, prices showing an advance of around 25@35c over a week ago. There has been a good showing of the long fed cattle of practically all weights above $10.00, tops reaching $10.55, while bulk of the decent to right good steers and yearlings sells at $8.50@10.00. On western beeves, which continue to be scarce, trade has held just about steady. One choice bunch of grassers brought $8.30. Packers have been trying to pound prices on grass cows and heifers, and have succeeded in breaking the market about 25c. Grass cows now sell largely at $4.00@5.50, with canners on down to $3.00 and less, while most of the grass heifers move at $4.50@6.00, and a few choice bunches bring $6.25@6.50. Corn fed yearling heifers still sell up to $9.00@9.50, and the best dry lot cows bring $7.00@7.50. All classes of bulls are about 50c lower for the week at $3.00@6.50. Veal calves still bring $6.00@9.50 having held steady.

The trade in hogs has been featured by considerable unevenness. The average now stands a little higher than it was a week ago, but the improvements have been limited to the heavy kinds, and light weights show further declines of around 25@40c. With 10,000 hogs here today the market was 15@25c lower, light hogs showing the most decline. Top was at $9.10, as compared with $9.50 last Wednesday, while the bulk of the mixed and packing grades sold at $7.25@8.00, as against $7.00@7.75 a week ago.

Sheep and lambs of all classes have been in good demand and in the face of

a considerably heavier supply fat lamb prices have advanced fully 75c per hundred. Bulk of them now sell at $12.00@12.75. On feeders and aged sheep trade has been steady to strong and ewes still move at $4.00@7.00, while some heavy yearlings are bringing $9.00. Good feeding lambs sell up to $12.00@12.25.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

South St. Paul, Minn., August 16, 1922.

The general reduction in cattle marketings here and elsewhere has enabled salesmen at the local markets to dispose of cattle at practically steady prices in spite of dull markets for the dressed product. Cattle receipts at the local market total around 17,000 for the week to date or about 1,000 less than last week.

Current marketings of beef steers are practically all grass-fat cattle, largely of a common grade, only a few of a medium grade. Best grass-fat steers here in the week's trade, mostly Dakotas and Montanas, have sold from $7.25 to $7.75, bulk of grass-fat steers $6.00 to $7.00, and a few of the commonest kinds as low as $5.50.

A limited number of the better offerings of grass-fat heifers and young cows on the heifer order of the lighter weights have sold from $5.25 to $7.00, with a price spread of $3.50 to $5.00 taking bulk of the fat she stock off grass. The market for canners and cutters has ruled practically steady, some canners selling at $2.25, with $2.50 the popular price, cutters largely $2.75 to $3.25, a few $3.50. Prices of bologna bulls were advanced a big quarter in the early week's trade, this class now selling from $3.25 to $4.00, bulk of sales $3.50 to $3.75.

(Continued on page 40.)

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, August 12, 1922, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,078	10,500	10,407
Swift & Co.	7,572	11,300	17,507
Morris & Co.	7,351	9,500	7,508
Wilson & Co.	4,647	7,800	6,464
Anglo-Amer. Prov. Co.	445	5,800	.....
G. H. Hammond Co.	3,059	5,300	.....
Libby, McNeill & Libby	861	.....	.....

Brennan Packing Co., 5,500 hogs; Miller & Hart, 4,100 hogs; Independent Packing Co., 5,500 hogs; Boyd, Lunham & Co., 4,700 hogs; Western Packing & Provision Co., 12,500 hogs; Roberts & Oake, 4,200 hogs; others, 13,100 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,683	1,375	7,019	2,021
Cudahy Pkg. Co.	3,768	1,285	5,745	3,362
Fowler Pkg. Co.	549	65	.....	.....
Morris & Co.	4,158	1,650	6,721	1,339
Swift & Co.	4,132	2,596	8,928	5,305
Wilson & Co.	4,132	907	5,796	2,794
Local butchers	776	239	3,431	65

OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,084	2,763	3,745
Swift & Co.	2,061	5,011	6,020
Cudahy Packing Co.	2,806	7,447	5,099
Armour & Co.	2,446	6,960	4,400
Swartz & Co.	.....	1,403	.....
J. W. Murphy	.....	5,405	.....
Dold Packing Co.	1,045	3,782	.....
Wilson Packing Co.	230	.....	.....
John Harvey	723	.....	.....
Cudahy Bros.	.....	425	.....
Others	1,992	.....	.....

ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,818	6,700	8,200
Swift & Co.	5,328	6,300	8,731
Morris & Co.	2,373	.....	1,403
St. Louis D. B. Co.	1,866	.....	.....
Independent Packing Co.	889	407	.....
East Side Packing Co.	182	767	.....
American Packing Co.	248	1,087	.....
Heil Packing Co.	33	1,606	.....
Krey Packing Co.	79	2,526	.....
Sartorius Packing Co.	.....	639	.....
Local butchers	1,031	33,011	3,045

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,688	22	8,536	903
Armour & Co.	1,609	20	8,767	262
Swift & Co.	1,005	9	650	.....
Sacks D. B.	69	44	.....	.....
Smith Bros.	75	36	.....	.....
Local butchers	.....	1	716	.....
Eastern packers	10	.....	9,571	.....

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,517	769	12,017	5,829
Hammond Pkg. Co.	1,837	592	7,378	676
Morris & Co.	1,774	853	7,871	1,489
Others	4,429	302	5,287	820

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	766	.....	1,974	635
Col. Pkg. & Prov. Co.	529	59	3,465	143
Coffin P. & P. Co.	452	.....	634	.....
Miscellaneous	553	204	884	1,521

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Packing Co.	1,4'3	188	3,381	172
Dold Packing Co.	288	64	4,180	.....
Local butchers	80	11	.....	8

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,691	263	17,499	839
Moore & Co.	.....	.....	3,809	.....
Ind'p'lis Abat. Co.	1,302	92	1,086	324
Armour & Co.	106	40	3,077	.....
Brown Bros.	157	46	.....	12
Hilgemier Bros.	157	46	580	.....
Riverview Pkg. Co.	22	6	193	7
Ind'p'lis Prov. Co.	4	24	265	.....
Meier Pkg. Co.	.....	.....	188	.....
Worm & Co.	78	4	.....	.....
Eastern buyers	2,354	3,667	13,750	4,707
Miscellaneous	821	139	598	703

RECAPITULATION.

Recapitulations of packers' purchases by markets for the week ending August 12, 1922, with comparisons:

Cattle.

	Week ending Aug. 12, 1922.	Previous week.
Chicago	31,013	23,633
Kansas City	22,198	22,069
Omaha	*13,387	18,261
St. Louis	17,842	12,198
Sioux City	4,396	4,405
Indianapolis	6,538	5,868
Oklahoma City	.....	4,288
Wichita	1,771	2,326
Denver	1,900	1,780
St. Joseph	10,557	8,747
Milwaukee	.....	2,053

*Five day week.

Hogs.

Chicago	101,500	105,600
Kansas City	37,640	26,038
Omaha	*33,196	48,740
St. Louis	53,043	42,696
Sioux City	28,240	32,576
Indianapolis	.....	37,722
Oklahoma City	41,045	6,772
Wichita	7,561	5,233
Denver	6,957	5,516
St. Joseph	32,553	29,027
Milwaukee	.....	3,983

*Five day week.

Sheep.

Chicago	41,886	41,770
Kansas City	14,886	15,958
Omaha	*19,264	55,940
St. Louis	21,379	16,369
Sioux City	1,165	404
Indianapolis	6,592	13,356
Oklahoma City	.....	381
Wichita	180	141
Denver	899	2,218
St. Joseph	8,814	9,308
Milwaukee	.....	1,126

*Five day week.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, Aug. 12, 1922:

CATTLE.

Chicago	31,013	23,633	30,944
Kansas City	30,315	28,868	30,955
Omaha	14,947	13,909	15,915
East St. Louis	13,699	.....	7,811
St. Joseph	8,415	5,732	6,518
Sioux City	4,055	3,762	3,813
Cudahy	904	.....	952
South St. Paul	.....	.....	9,308
Fort Worth	.....	10,669	.....
Philadelphia	2,021	1,814	.....
Indianapolis	2,243	2,001	1,953
Boston	1,312	1,105	.....
N. Y. and Jersey City	9,680	8,004	7,195
Oklahoma City	5,008	5,075	7,153
Milwaukee	1,582	1,664	.....

HOGS.

Chicago	101,500	105,600	83,341
Kansas City	37,640	26,222	20,992
Omaha	34,136	45,181	75,954
East St. Louis	30,910	.....	16,612
St. Joseph	27,387	23,017	20,991
Sioux City	18,175	21,376	12,385
Cudahy	13,977	11,500	5,800
Cedar Rapids	4,900	5,400	5,100
Ottumwa	8,365	8,013	7,296
South St. Paul	21,800	25,200	18,227
Fort Worth	3,400	2,272	.....
Philadelphia	14,923	11,522	.....
Indianapolis	23,503	22,513	22,416
Boston	15,296	16,371	.....
New York and Jersey City	33,338	31,157	22,027
Oklahoma City	5,255	5,572	4,410
Milwaukee	4,086	3,934	9,100
Cincinnati	11,700	8,100	11,300

SHEEP.

Chicago	41,886	41,770	67,065
Kansas City	14,886	16,165	24,621
Omaha	30,728	35,995	36,955
East St. Louis	13,238	.....	13,830
St. Joseph	7,994	8,189	12,940
Sioux City	1,044	345	2,041
Cudahy	414	.....	598
South St. Paul	.....	.....	5,840
Fort Worth	.....	3,277	.....
Philadelphia	5,886	6,311	.....
Indianapolis	1,268	823	352
Boston	9,115	5,968	.....
New York and Jersey City	46,804	40,391	47,570
Oklahoma City	29	381	328
Milwaukee	1,169	1,236	.....

RECEIPTS AT CENTERS.

SATURDAY, AUGUST 12, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	5,000	2,000
Kansas City	1,000	1,500	1,500
Omaha	300	6,000	.....
St. Louis	1,500	4,000	600
St. Joseph	2,000	3,500	500
Sioux City	900	6,000	.....
St. Paul	100	1,000	600
Oklahoma City	100	200	.....
Fort Worth	400	500	.....
Milwaukee	100	100	.....
Denver	100	100	.....
Louisville	100	800	300
Wichita	200	400	.....
Indianapolis	200	4,000	200
Pittsburgh	100	3,000	300
Cincinnati	600	2,700	1,000
Buffalo	100	300	500
Cleveland	500	4,000	500
Nashville, Tenn.	100	800	100
Toronto	400	400	100

MONDAY, AUGUST 14, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	16,000	32,000	12,000
Kansas City	30,000	11,000	6,000
Omaha	11,500	10,000	13;000
St. Louis	5,000	8,000	3,000
St. Joseph	6,000	6,000	2,000
Sioux City	4,500	3,500	300
St. Paul	11,000	4,500	1,700
Oklahoma City	1,800	1,300	.....
Fort Worth	3,500	1,000	500
Milwaukee	200	200	300
Denver	3,200	1,000	700
Louisville	3,000	1,000	800
Wichita	2,000	1,400	.....
Indianapolis	800	4,500	100
Pittsburgh	1,600	6,000	500
Cincinnati	3,000	4,000	2,000
Buffalo	2,300	9,000	2,700
Cleveland	1,800	4,500	1,000
Nashville, Tenn.	1,100	1,400	100
Toronto	2,700	700	2,300

TUESDAY, AUGUST 15, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	21,000	18,000
Kansas City	13,000	8,000	5,000
Omaha	6,500	9,500	13,000
St. Louis	5,000	12,000	3,000
St. Joseph	2,500	5,500	2,000
Sioux City	1,000	7,000	500
St. Paul	4,000	6,000	1,500
Oklahoma City	1,000	300	.....
Fort Worth	1,800	1,000	.....
Milwaukee	400	1,000	200
Denver	800	1,700	700
Louisville	300	1,000	600
Wichita	1,300	400	.....
Indianapolis	600	7,500	1,000
Pittsburgh	100	1,000	500
Cincinnati	300	3,200	2,400
Buffalo	400	2,500	800
Cleveland	100	2,000	300
Nashville, Tenn.	300	1,000	600
Toronto	600	900	900

WEDNESDAY, AUGUST 16, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	19,000	15,000
Kansas City	12,000	7,000	3,000
Omaha	6,500	10,000	14,000
St. Louis	5,500	14,000	3,500
St. Joseph	2,000	8,000	2,000
Sioux City	1,500	10,000	300
St. Paul	3,500	6,000	1,200
Oklahoma City	2,500	1,500	.....
Fort Worth	2,500	900	300
Milwaukee	400	600	200
Denver	600	400	300
Louisville	300	1,000	600
Wichita	1,200	1,100	.....
Indianapolis	1,000	7,000	1,000
Pittsburgh	100	1,300	800
Cincinnati	400	3,500	200
Buffalo	400	1,700	500
Cleveland	500	3,000	1,000
Nashville, Tenn.	200	1,300	100
Toronto	900	700	1,000

THURSDAY, AUGUST 17, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	30,000	22,000
Kansas City	8,000	6,000	3,000
Omaha	3,700	9,000	15,000
St. Louis	3,500	8,500	2,500
St. Joseph	2,500	8,000	2,500
Sioux City	1,000	9,000	.....
St. Paul	4,800	5,300	1,500
Oklahoma City	1,000	700	.....
Fort Worth	2,500	1,400	300
Milwaukee	1,200	1,000	400
Denver	1,600	2,200	1,500
Indianapolis	600	5,000	800
Pittsburgh	100	3,500	900
Cincinnati	700	4,000	4,500
Buffalo	....	600	800

FRIDAY, AUGUST 18, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	5,500	23,000	14,000
Kansas City	3,000	4,000	2,000
Omaha	8,000	6,500	7,000
St. Louis	2,000	8,500	1,500
St. Joseph	1,000	4,500	500
Sioux City	1,500	6,500	200
St. Paul	1,800	4,000	700
Oklahoma City	900	8,000	100
Fort Worth	2,000	800	1,000
Milwaukee	100	200	100
Denver	300	100	1,600
Indianapolis	800	6,000	800
Pittsburgh	....	3,000	300
Cincinnati	700	4,500	3,000
Buffalo	500	4,000	2,000

NEW YORK LIVESTOCK.

Following are the receipts for the week ending Saturday, August 12, 1922:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,130	10,434	6,614	47,722
New York	1,652	3,915	15,591	308
Central Union	1,984	501	118	1,918
Total for week	8,766	14,850	22,323	50,048
Previous week	6,634	9,510	20,310	41,801
Two weeks ago	8,145	10,784	19,317	44,304

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES steady. Two packers sold about 2,500 August butts at 18½c and one killer moved 1,500 August Colorados at 17½c. Some bids of 18½c were noted for summer heavy cows and rejected, killers thinking upholstery trade could stand for higher levels. No other signs of life were apparent. Spready steers quoted 25c nominal; regular natives quoted 20c; about 15,000 selling yesterday; Texas, 18½c; butts, 18½c paid; Colorados, 17½c paid; branded cows, 16c nominal; heavy cows, 18½c bid; nothing offered; light cows, 18½c last paid and nominal; native bulls, 15@15¼c; branded, 14@15c.

COUNTRY HIDES—The apparent easiness in country hides continues with offerings of local hides being a little more generously made. Local sellers seem more anxious to move the middle weights than the lights at this time, and offer seasonable buff weights at 13½c. They talk 16c yet on light hides, though it is intimated bids at 15½c would be accepted. It is stated Ohio and similar extremes sold at 15½c. Tanners as a rule have their ideas pegged at 15c for lights and 13c for buff weights for top quality. Offerings are noted from the outside markets at these prices and some quiet business has been done. It is further reported that there are numerous open orders going around the market for all weight hides from the originating sections in car lots at 12½@13c for nearby goods, with intimation given that 13½c would be paid for Ohio and similar stuff. Local holdings of hides are well in hand and most dealers seem rather anxious to gather in as many hides as possible at prevailing rates in anticipation of a better market later. These dealers view the steadiness ruling in large and small packer hides as indicative of a better outlet for country hides in the near future. The over 60 lbs. hides continue somewhat stagnant. Heavy steers are quoted at 12½@14c; heavy cows at 12½@13½c; buffs quoted at 13@13½c asked; extremes at 15@15½c; branded country hides, 11@11½c flat asked; country packer branded hides, 13@16c nominal; bulls quoted at 11c; country packer bulls at 13@14½c and glue hides at 6½@7½c.

NORTHWESTERN HIDES.—Strength continues manifest in Twin Cities markets. Operations are meager because of the strong prices generally asked. All weight hides are wanted at 12½@13c delivered basis and are generally held up to 13½c in territory surrounding Twin Cities. Dealers are generally asking 15½@16c for choice light hides and over 45 lbs. stock is held at 13½c as a rule. Stocks are relatively small and generally not put on sale. Collections from country points are limited and considerable competition prevails for such lots as are offering. Traders in this section feel the present depression is only temporary and they are willing to sit passive a while. Bulls quoted 10½@11c; kipskins at 14@16c; calfskins at 16@18c nominal, and horse hides $4.75@5.00; a car of choice city hides made $5.25.

CALFSKINS quiet. Tanners are lending the market no support. Collectors ask 21c for local first salted cities; late sales effected at 20@21c; recent bids 20½½21c reported but no longer available. Packers while held at 23c are available 22c with a bid. Outside first salted city calf quoted 19@20c lately paid; resalted lots quoted 17@18c and countries at 15@17c; deacons, 85c@$1.25 nominal; inside buyers' views on mixed quality; kipskins were passive today, though one lot of 20,000 was still under negotiation. Seller declined to consider the prices paid yesterday for 22,000, at 20c for natives, 19c for overweights and 16½c for brands; his views are 21c for natives, 19c for overweights and 17c for brands. Cities last sold at 19c; outside lots range at 14@17c.

DRY HIDES quiet. Western all weights still quoted at 17@18c nominal, while most lots are held higher.

HORSE HIDES.—Strictly fresh heavy average city renderer hides quoted $5.50 asked; recent sales at $5.25. Good average quality mixed city and country horse quoted $4.75@5.00 paid; country run quoted $4.00@4.50.

SHEEP PELTS strong. Local lambskins range at $1.40@1.50 paid; inside on river goods. Shearlings, 85@95c; dry pelts, 24@27c; pickled skins, $4.50@5.00; goats, 60c@$1.15.

HOGSKINS.—Country run 20@35c; rejects half; strips, 5@6c asked.

New York.

PACKER HIDES.—No new business around the city slaughter hide market. A sale of August native bulls was reported at confidential terms. These hides formerly held for 15c. Generally believed a trifle less money as a basis, secured the goods. Spready steers are quoted 24½@25c last paid; natives 19½@20c asked; butts 17½@18c; Colorados 16½@17c; outside rates asked; cows 17@17½c.

SMALL PACKER HIDES.—About 4,000 small packer July native steers sold at 18½c and 2,000 similar and some August, cows brought around 17½c. Some August big packer steers at outside houses being offered at 20c and not taken. Buyers are inclined to look for slight easiness in small packer descriptions, due to narrowed outlets and continually increasing supplies.

COUNTRY HIDES.—Eastern tanners appear less interested in hides than heretofore, in anticipation of lower values. Easing values in calf are also responsible for timidness on buyer's part. Coal and railroad situations also affect the situation adversely. Shippers seem more inclined to talk trade and tentatively offer to concede to interested buyers. Mid-West extremes are held for 16c, with intimation given 15½c would prove acceptable. Buyers, however, are top at 15c. Buffs though held at 14c and said to be available at 13½c are not wanted at over 13c. Southern light hides from best sections held at 15½@16c firmly. Middle southerns 14½@15c and far southerns 13@14½c. New England lights 14½@15c flat and all weights 12½@13c bid and paid with 13½c talked. Pennsylvania sellers report conditions a trifle easier in country hides under increased offerings with buyers holding off. Sellers as a rule in that territory find supplies relatively short and believe advances will soon be in order.

CALFSKINS.—Conditions in trimmed New York city calfskins seem mixed. Most operators consider values easy in tone, yet one collector reports receiving a bid of $1.45 for lights alone with $1.50 asked. All weight skins were recently offered at $1.45@2.25@3.15; recent sales of heavies noted at $3.20, also heavies and light kip $3.20@3.70. Heavy kip quoted $4.20. Outside calfskins remain somewhat neglected and quoted entirely nominal on a basis of $1.15@1.30 for lights.

HORSE HIDES.—One car of city horse sold at $5.40 of Pennsylvania origin. Recent sale B. A. dry horse 8 kilos avg. $2.80.

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, August 19, 1922.—Quotations on hides at Chicago for the week ending August 19, 1922, with comparisons, are as follows:

PACKER HIDES.

	Week ending Aug. 19, '22.	Week ending Aug. 12, '22.	Cor. week, 1921.
Spready native steers	@25½c	@25½c	17 @17½c
Heavy native steers	@20c	@20c	14 @14½c
Heavy Texas steers	@18½c	@18½c	@14c
Heavy butt branded steers	@18½c	@18½c	13½@14c
Heavy Colorado steers	@17½c	@17½c	@12½c
Ex-light Texas steers	@16½c	@16c	@12c
Branded cows	@16c	@16c	@11c
Heavy native cows	@18½c	18½@19c	13 @13½c
Light native cows	@18½c	@18½c	@12c
Native bulls	15 @15¼c	@15c	@ 7½c
Branded bulls	@14c	13 @14c	@ 6½c
Calfskins	22 @23c	22 @23c	19 @21c
Kip	20 @21c	20 @21c	16 @17c
Slunks, regular	$1.00@1.10	1.10@1.15	1.10@1.15
Slunks, hairless	45 @90c	45 @90c	35 @70c

Light native, butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending Aug. 19, '22.	Week ending Aug. 12, '22.	Cor. week, 1921.
Natives, all weights	17 @18c	17 @18c	11½@ 2c
Bulls, natives	13 @14c	13 @14c	6 @ 7c
Branded hides	14 @15c	15 @16c	7 @ 8c
Calfskins	20 @21c	@21c	18 @19c
Kip	19 @20c	17 @19c	15 @16c
Light calf	@1.25	$1.25@1.35	$1.25@1.30
Slunks, regular	90 @1.00	90 @1.00	90 @1.00
Slunks, hairless	40 @80c	40 @80c	30 @60c

COUNTRY HIDES.

	Week ending Aug. 19, '22.	Week ending Aug. 12, '22.	Cor. week, 1921.
Heavy steers	13½@14c	13½@14c	7½@ 8c
Heavy cows	13 @13½c	13½@14c	7 @ 7½c
Buffs	13 @13½c	13½@14c	6 @ 7½c
Extremes	15 @15½c	15 @16½c	9 @10½c
Bulls	10 @11c	9 @10c	4½@ 5c
Branded	11 @12c	11 @12c	4½ @ 5c
Calfskins	17 @18c	17 @18c	14 @15c
Kip	16 @17c	16 @17c	12 @13c
Light calf	$1.15@1.20	$1.15@1.20	$1.15@1.25
Deacons	95 @1.00	95 @1.00	95 @1.05
Slunks, regular	50 @60c	50 @60c	60 @70c
Slunks, hairless	25 @30c	25 @30c	30 @35c
Horsehides	$4.50@5.00	$4.50@5.00	$2.50@3.00
Hogskins	20 @30c	20 @30c	15 @25c

Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners. Dealers' prices range ½@2c per lb. less.

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending August 12, 1922, with comparisons, as follows:

	Week ending Aug. 12.	Week ending Aug. 5.
Western dressed meats:		
Steers, carcasses	8,424	5,850
Cows, carcasses	707	538
Bulls, carcasses	229	138
Veal, carcasses	9,309	8,387
Lamb, carcasses	19,891	18,538
Mutton, cafrcasses	3,745	4,828
Beef cuts, lbs	670,047	112,569
Pork cuts, lbs	698,611	739,904
Local slaughter, Federal inspection:		
Cattle	9,680	8,004
Calves	13,695	10,844
Hogs	33,338	31,157
Sheep	46,804	40,391

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending August 12, 1922, with comparisons:

	Week ending Aug. 12.	Week ending Aug. 5.
Western dressed meats:		
Steers, carcasses	2,617	2,780
Cows, carcasses	830	1,186
Bulls, carcasses	52	185
Veals, carcasses	650	482
Lambs, carcasses	11,687	11,825
Mutton, carcasses	272	431
Pork, lbs.	144,685	170,181
Local slaughter:		
Cattle, carcasses	1,312	1,105
Calves, carcasses	2,838	2,251
Hogs, carcasses	15,296	16,371
Sheep, carcasses	9,115	5,968

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending August 12, 1922, with comparisons:

	Week ending Aug. 12.	Week ending Aug. 5.
Western dressed meats:		
Steers, carcasses	2,795	2,529
Cows, carcasses	398	925
Bulls, carcasses	82	95
Veal, carcasses	1,737	1,314
Lambs, carcasses	6,303	5,785
Mutton, carcasses	1,028	1,367
Pork, lbs.	177,059	347,422
Local slaughters:		
Cattle	2,021	1,814
Calves	2,206	2,112
Hogs	5,886	6,311
Sheep	14,923	11,522

ICE AND REFRIGERATION

ICE NOTES.

A. Paladini & Co., Monterey, Calif., will shortly erect a new ice plant.

William H. Kempler will shortly erect a cold storage plant at Melbourne, Fla.

W. A. Dykes and R. H. Tudor are going to erect a new ice plant at Slaton, Texas.

The Lansing Pure Ice Co., Lansing, Mich., will erect a new ice plant in the near future.

The ice plant of N. G. Plank and John Plank, Piper City, Ill., was recently destroyed by fire.

The Vero Ice Co., Vero, Fla., has been organized with a capital of $50,000 by F. Knight and R. W. Knight.

The Clarksburg Ice & Storage Co., Clarksburg, W. Va., will soon construct a plant to cost about $25,000.

The Emporia Ice & Cold Storage Co., Emporia, Kan., is going to make improvements to its plant this fall.

The Key City Ice Co., Hudson, N. Y., has been incorporated with a capital of $5,000 by L. W. Van Deusen and others.

The Robbins & Allison Co., South avenue, Crawford, N. J., has been incorporated to carry on a cold storage business

The James Redall Ice & Fuel Co., Joplin, Mo., has been incorporated with a capital of $15,000 by A. E. Krieger and others.

The Mertens Ice & Fuel Co., St. Louis, Mo., has been incorporated with a capital of $200,000 by J. W. Mertens and others.

The Olney Ice Co., Olney, Tex., has been incorporated with a capital of $20,000 by W. B. Adams, R. R. Miller and D. C. McNeil.

The Tecumseh Cold Storage Co., Toledo, Ohio, has been incorporated with a capital of $300,000 by W. P. Rosenear, A. Arnold and others.

The Suffolk Ice & Coal Co., Suffolk, Va., has been incorporated with a capital of $130,000 by A. E. Harvell, R. E. Hill and C. E. Harvell.

The Butchers Ice & Supply Co., Hartford, Conn., has been organized with a capital of $50,000 by P. DeBona, S. Collins and M. Marcus.

The General Refrigerating Co., Covina, Calif., has been organized with a capital of $2,500,000 by E. G. Boyer, A. G. Aim, F. L. Kelly and others.

The Central Ice & Cold Storage Co., Stirling, Colo., has been incorporated with a capital of $100,000 by H. L. Titus, W. E. Kellogg and W. N. King.

The Dayton Ice Manufacturing and Cold Storage Co., Dayton, O., has increased its capital from $500,000 to $1,000,000, and is planning extensive improvements.

The Oak Lawn Ice & Fuel Co., Gertrude street, Dallas, Tex., of which C. E. Kennemer is secretary and general manager, will shortly erect a new ice plant.

The Growers' Ice & Precooling Co., Mountain View, Calif., has been incorporated with a capital of $100,000 by B. W. Holeman, W. P. Angelo, R. J. Snell and others.

WESTERN ICE MEN TO MEET.

The silver jubilee convention of the Western Ice Manufacturers Association will be held in Kansas City, Mo., on November 8, 9 and 10, 1922. Secretary Chas. K. Wood states that an extensive exhibition is to be held in connection with this convention.

LOADING FROZEN MEATS ON SHIPS.

An improvement in the method of loading frozen meats on overseas vessels has been introduced by Captain Whyte, of Auckland, New Zealand, in the shape of a collapsible tray, taking the place of the usual net or canvas sling. The tray measures 9 ft. by 4 ft. and has folding ends, also four 6 in. rollers to enable it to be wheeled from the railroad car to the ship's side. The wire sling for lifting the tray carries a canvas cover to shelter the meat. When lowered into the hold the cover and sling are unhooked and the tray is wheeled to where the meat is being stowed. The contrivance can also be used for other produce.

ST. PAUL LIVESTOCK MARKETS.

(Continued from page 38.)

About 5,000 veal calves have arrived for this week's trade, or around 1,000 less than last week. Current prices are the highest for the year to date, best lights selling today largely at $10.00 to $10.50, average price around $10.25, seconds or culls $5.50 to $6.50.

Hog receipts this week to date total about 15,400, compared with 17,557 the same period last week, and 12,369 a year ago. The hog market has ruled somewhat uneven the past week, better grades of 150 to 250-pound hogs selling today from $9.00 to $9.50, a few choice light sorts $9.65, being strong to 25c higher than a week ago. Butchers averaging upwards from 260 to 300 pounds and better are moving today from about $7.50 to $8.50, or slightly above, and are steady to around 50c lower for the week, while packing sows averaging mostly from 300 pounds and up and selling today largely at $7.00 to $7.25 average 25c or more higher than a week ago.

Bulk of the fat lambs selling today at $11.50 to $11.75 are about 75c higher than a week ago. Sorting is comparatively light, seconds going mostly from $6.50 to $7.00. Bulk of good light and medium-weight ewes selling today from $6.00 to $6.50 are strong to 50c higher than last Wednesday, heavies selling from $3.00 to $4.00, mostly $3.50, are about 50c higher for the period.

ST. JOSEPH, MO.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., August 15, 1922.

The first two days of this week around 8,000 head were received, the heaviest run of the season. The proportion of beef steers was comparatively light, the big end of the supply consisting of stocker and feeder classes from Western pastures. Corn-fed steers held steady Monday and advanced 10@15c Tuesday. Best steers sold $10.25@10.35, the latter figure being a new top for the season. Most natives sold in a range of $8.50@9.75. The market for Western steers declined 15@25c Monday, but held steady Tuesday under light receipts. Best Kansas steers sold $7.50@8.00, with others $5.65@6.65. Oklahomas sold $4.85@6.50. The market for cows and heifers shows little change for two days. Monday's trade ruled steady to a shade lower, while Tuesday prices were quoted steady to strong. Mixed yearlings are quoted steady to 15c higher. Best fed yearlings sold at $9.65, with bulk of fair to good kinds $8.50@9.35. A few odd cows reached $6.00, but $4.00@5.00 took most of the fair to good beef grades. Canners and cutters sold largely $2.50@3.50. Bulls show no change for the period, bulk of sales being from $3.00@3.50. Choice veals held steady at $9.50, but medium and heavy calves are around 50c lower.

The two days brought out a liberal showing of stocker and feeder cattle, mostly from Kansas and Oklahoma. There was a good demand for the better grades at prices 10@15c lower than last week's close, but plain classes are around 25c lower. Best Oklahoma and Kansas feeders sold up to $7.50, with bulk of sales from $5.75@6.75. Stockers sold mostly $5.50@6.00. Stock cows and heifers are steady to 25c lower for the period. Heifers sold mostly $4.00@4.85 and cows $3.00@4.25.

Estimated receipts of hogs Tuesday were 5,500, compared with 7,490 a week ago and 4,028 a year ago. While the market ruled slow, there was an undertone of strength. Shippers took around 1,200 head of butchers weighing 170 to 230 pounds at $9.40@9.50, which was steady to 5c higher than yesterday's shipper market. The packer market was steady to 10c higher, strong weights and mixed grades advancing most. Packers also paid $9.50 for best hogs, and bulk of all sales ranged $7.50@9.50. Packing sows sold $7.25@7.50.

The lamb market has held a steady tone for the first two days this week. Receipts were light and included seven loads of Idahos Monday, which sold at $12.25, with about 700 out as feeders at $11.90. Native lambs sold mostly $11.75@12.00, and clipped lambs brought $11.50. The showing of aged stock was light and prices show no change. Heavy and medium weight ewes sold mostly $5.50@6.25, with choice lights quoted $6.50 or better.

CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers with top prices for selects, compared to the same time a week ago and a year ago are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending August 10, 1922:

CATTLE.

	Sales			Top price good steers (1,000-1,200 lbs.)		
	Week ending Aug. 10.	Same week, 1921.	Week ending Aug. 3.	Week ending Aug. 10.	Same week, 1921.	Week ending Aug. 3.
Toronto (U. S. Y.)	5,843	6,829	6,015	$8.00	$7.75	$8.25
Montreal (Pt. St. Chs.)	517	897	545	6.75	7.00	7.50
Montreal (E. End)	628	721	477	6.75	7.00	7.50
Winnipeg	9,236	2,260	8,976	6.00	7.00	6.00
Calgary	2,640	738	2,423	4.75	5.00	4.75
Edmonton	1,843	583	1,913	4.75	5.50	4.75
Prince Albert	...	...	...	....	....	....
Moose Jaw	...	...	...	....	....	....

CALVES.

	Sales			Top price good calves		
	Week ending Aug. 10.	Same week, 1921.	Week ending Aug. 3.	Week ending Aug. 10.	Same week, 1921.	Week ending Aug. 3.
Toronto (U. S. Y.)	1,681	1,285	1,840	$11.00	$'2.00	$10.50
Montreal (Pt. St. Chs.)	614	837	581	9.50	7.75	7.50
Montreal (E. End)	671	420	969	9.50	7.75	7.50
Winnipeg	688	573	842	7.00	10.00	6.50
Calgary	656	263	469	4.00	6.00	4.50
Edmonton	280	147	382	3.50	6.00	4.25
Prince Albert	...	...	...	....	....	....
Moose Jaw	...	...	...	....	....	....

CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers for the week ending August 10, 1922, with top prices for good lambs, compared to a week ago and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture as follows:

				Top price good lambs		
	Week ending Aug. 10.	Same week, 1921.	Week ending Aug. 3.	Week ending Aug. 10.	Same week, 1921.	Week ending Aug. 3.
Toronto (U. S. Y.)	6,488	6,003	6,730	$11.85	$11.00	$13.50
Montreal (Pt. St. Chs.)	3,091	1,673	2,215	10.00	8.00	10.00
Montreal (E. End)	2,130	325	2,349	10.00	8.00	10.00
Winnipeg	1,871	1,286	1,664	9.00	9.50	12.00
Calgary	1,583	453	705	10.50	8.50	10.00
Edmonton	128	227	299	8.00	8.50	8.00
Prince Albert	...	...	...	....	....	....
Moose Jaw	...	...	...	....	....	....

FOR PURCHASING DEPARTMENTS

RETAIL MARKET REFRIGERATION.

Good refrigeration in the retail market is not only important to the retailer himself, but from the advertising man's standpoint it is one of the strongest links in the chain of distribution. No matter how "supreme" certain "certified" packinghouse products may be, no matter what "premium" may bring in quality—and the advertising manager may praise the goods to the "stars" and boost his products as the "pride of Iowa"—it will all be in vain if the retailer has a poor refrigerator, which does not keep the packer's products in the pink of condition.

Recently The Brecht Company, which has made butchers' refrigerators for many years, conducted a contest to discover one of the oldest of the refrigerators still in use. The result was astonishing. Refrigerators were found still in use after thirty to thirty-eight years and the owners still do not care to part with them.

Some of the butchers who replied to the contest offer and won prizes gave the following reports of their refrigerators:

Name.	Address.	Years in Use.
Leiner Brothers,	Sparta, Ill.	38
Abner Stern,	Camden, Ark.	38
H. J. Rosenkranz,	St. Louis, Mo.	35
John Lumb,	Huntsville, Mo.	30
Hielman Brothers,	Oskaloosa, Ia.	30
Mrs. J. L. Steckler,	Evansville, Ind.	30
C. E. Arp,	Cedar Rapids, Ia.	25
Ben Eckert,	Lansing, Mich.	25
J. E. Craft,	E. St. Louis, Ill.	25
E. Straus,	Tupelo, Miss.	23

A 30-YEAR OLD BRECHT REFRIGERATOR.

The illustration shown here is of the Brecht refrigerator owned for 30 years by Mrs. J. L. Steckler, Evansville, Ind., and still in use. The following letter is from a dealer who has used his Brecht ice-box for 38 years. He says:

Sparta, Ill., April 12, 1922.

The Brecht Co.

We are sending in a photo of our cooler. It is 5 by 7 and 10 feet high, and we have used it 38 years, and it is doing as good work as ever. We bought it of Brecht's in 1884.

Respectfully,

LEINER BROS.

PACKER WRITES FOR SALESMEN.

Selling talks that really help salesmen to sell are not often written. But R. L. James, general sales manager of Libby, McNeill and Libby, has written an up-to-the-minute, interesting, and instructive book for salesmen that ought to be a great stimulus to many packing company salesmen because of its common sense and punch.

"Letters from an Old Time Salesman to His Son," is the title of the book. In it is a collection of letters that were written by a man who has been through the mill. They were not written for publication at all in the first instance.

Having been for several years a salesman calling on the retail trade in small towns with success, Mr. James thought that he could aid his son, who was going through the same sort of experience and problems, by imparting to him some of the secrets of his own success as a salesman and manager of salesmen so that his son might benefit from it.

After a time Mr. James was approached by the editor of the house organ of his company, who had heard of the letters he was writing to his son. As a result of some persuasion Mr. James agreed to the anonymous publication of these letters and for some time they have been read by salesmen with great interest and profit.

These letters covered the period of experience from salesman to general sales manager and have been a significant influence in the lives of the salesmen of Mr. James' company. They will be of just as great influence in the development of salesmanship in the salesmen of other organizations in the packing industry. The book, which is of a handy size and attractively bound, is published by the Dartnell Corporation, Darntell building, Ravenswood and Leland avenues, Chicago.

CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Agricultural Economics is as follows:

While demand for fresh meats was generally slow, due largely to decidedly higher temperatures, prices on practically all kinds of meats, except lamb and mutton, are steady to higher than a week ago. Supplies were not heavy, but there were light accumulations on common beef cuts toward the week end.

The steer beef supply consisted largely of medium and good grades, with bulk of sales from \$14.50 to \$16. Choice steers, of which offerings were light, scored an advance of \$1 over last week's closing early in the week, but, later, half of this advance was lost, leaving \$17 the top. All grades showed more or less grass, with common kinds, for which demand was narrow, consisting entirely of grass cattle from northwestern and southwestern pastures. However, such kinds were less plentiful than last week. Heifers were numerous among the steer lots and sold at steer prices. Cow supply consisted largely of hard-boned cows of inferior quality, the bulk of which found their way to the boners or low grade markets. Good butcher cows were scarce and prices on all cow beef showed no material change from a week ago. Demand for boning cuts was slow, at unevenly lower prices, owing to liberal supplies the past few weeks. Demand for bologna bulls was narrow and prices weakened 75c to \$1 from a week ago. Under a fairly good demand, kosher beef prices advanced around \$1 from a week ago on the better grades, while other kinds held steady.

With moderate to light offerings of veal and a fair demand, prices on good and choice calves advanced a good \$1 over last week's closing, other grades holding steady to strong.

Although supplies of lamb were generally moderate, demand was narrow and prices barely held steady with last week's closing figures.

Light offerings of mutton met with a similar demand and no change of prices was noticeable for the week.

Although hot weather had a somewhat bearish influence on the demand, supplies were light enough to support the loin market, which showed price advances early in the week that were generally attained. However, declines were short on other cuts.

Compared with last Friday, common steers unchanged, other grades 50c higher, cows unchanged, bulls 75c to \$1 lower, common calves unchanged, other grades mostly \$1 up, lamb and mutton generally steady, pork loins generally \$1 higher, shoulders 50c to \$1 lower, picnics \$1 lower. Boston butts steady to 50c lower and spareribs 50c to \$1 lower. There will be a light carryover of beef and some late-arriving pork will be carried, with veal, lamb and mutton well cleaned up.

BLOODED SHEEP FOR JAPAN.

Japan is actively importing blooded sheep and establishing large sheep ranches in the parts of the empire suited to the development, according to W. Nagasaki, director of the Takigawa Sheep Breeding Farm of the Department of Agriculture and Commerce of Japan. Up to the present time the Japanese have not become accustomed to the use of mutton and lamb, and the only use they have for sheep is for their wool. This is, however, to be changed. The plan of the Japanese department of agriculture is to import blooded sheep from the United States in order to improve the quality of the lamb and mutton, with a view to starting a sheep slaughtering industry and adding these products to the diet of the Japanese people.

LIVESTOCK IN AUSTRIA.

The number of livestock in the Austrian Republic in April, 1920, compared to December, 1910, according to the International Institute of Agriculture estimates, is as follows:

	December, 1910.	April, 1920.
Cattle	2,175,000	2,114,000
Calves under one year	370,000	537,000
Bulls over one year	74,000	71,000
Heifers over one year	299,000	298,000
Cows	1,087,000	942,000
Oxen	345,000	266,000
Hogs	1,791,000	1,189,000
Sheep	278,000	368,000

AMERICAN LIVESTOCK MEET.

The mid-year meeting of the American National Livestock Association will be held in Denver, Colo., August 25 and 26, 1922. All sections of the country are expected to be represented, as many important questions of interest to the livestock and meat industry will be discussed.

Chicago Section

Fred G. Duffield, vice-president of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., was in Chicago this week.

—

T. W. Taliaferro, president of the Hammond Standish Co., Detroit, Mich., paid a visit to Chicago during the week.

—

H. S. Rice, secretary and general manager of the Corn Belt Packing Co., Dubuque, Ia., paid a short visit to Chicago this week.

—

J. C. Dold, president of the Jacob Dold Packing Co., Buffalo, N. Y., accompanied by Vice-President J. P. Dold, were in Chicago this week.

—

Packers' purchases of livestock at Chicago for the first four days of this week totaled 32,285 cattle, 8,363 calves, 60,838 hogs and 39,987 sheep.

—

Z. K. Waldron, of Cross, Roy and Saunders, the well known provision brokers, is on his vacation headed northward on a tour through Wisconsin.

—

Alfred Brand, of M. Brand & Sons, New York, was in Chicago this week visiting the trade and looking over the activities of his company in this territory.

—

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, August 12, 1922, for shipment sold out, ranged from 7.50 to 17.00 cents per pound, average 12.82 cents per pound.

—

Western friends of C. M. Bell will be glad to know that he has acquired an interest in Powers-Begg & Co., Jacksonville, Ill., and is now devoting his energies to the meat industry at that point.

—

While most of the $500,000 estate of the late Henry Boore was left to his wife, it is of interest that all the employees of H. Boore & Co., were mentioned in the will. Several of the older employes received $400 and others $200 each.

R. T. Keefe, president of Henneberry & Co., Arkansas City, Kan., was in Chicago this week on his return from a visit to Culver Military Academy, where his son is at school. "Dick" Keefe is now the "first citizen" of the metropolis on the border-line, but meat packing remains his first love.

—

W. Nagasaki, head of the sheep-breeding experimental station of the Japanese government, was in Chicago this week examining into the slaughtering and by-product side of the business. Japan is stimulating sheep breeding very extensively for wool purposes, and may also try to educate the Japanese palate to the mutton taste.

—

Provision shipments from Chicago for the week ending Saturday, August 12, 1922, with comparisons, are as follows:

	Last week.	Previous week.	Last year.
Cured meats	13,984,000	11,502,000	16,649,000
Lard	10,282,000	9,039,000	10,682,000
Fresh meats	22,739,000	17,916,000	17,827,000
Pork	4,928	5,417	4,687
Canned meats	21,023	14,551	18,080

Receipts for week: Cured meats, 1,017,000 lbs., fresh meats, 5,592,000 lbs.; lard, 1,027,000 lbs.

PACKER EXHIBITS HELP CONSUMER.

Exhibits showing the merits of meat have aroused great comment at the Pageant of Progress Exposition, Municipal Pier, Chicago. One exhibit is that of the Chicago members of the Institute of American Meat Packers, another is that of the Packers' and Sausage Manufacturers' Association of Chicago. Exhibits of Oscar Mayer & Co. and the United Master Butchers' Association also attract attention.

The Institute exhibit makes a splendid showing of the whole range of the meat industry, from the live animal to the meats cooked and on the consumer's table. Approaching the exhibit one is struck by the sign "For Health and Strength Eat Meat." This prepares the way for the exhibit proper.

To teach just what kind of an animal one can expect to get good meat from, there is shown a life-size model of a prime beef steer, which at the age of 19 months weighed 1270 pounds. Contrasting with the prime steer there is a model scrub steer from which poorer meat only can be taken. The contrast is in itself a valuable lesson for the consumer visitor at the pageant.

The main part of the exhibit, however, is a lesson on economical meat buying through objects such as a model display of a meat counter. One of the posters tells the visitor that "The meat problem is simply one of wise buying and economical cooking." These less expensive cuts are chuck, shoulder clod, shank, brisket, plate, heel of round, heart, sausage, liver, kidney, shoulder of pork, veal and mutton. And the point is made that these are as nutritious as the more expensive cuts, and that at prevailing retail prices a dollar will buy two to three times as much nutriment when spent for the less expensive forequarter cuts, as when spent for the higher-priced parts such as steaks and chops.

Since telling doesn't do as much convincing as seeing, the visitor is given a fine chance actually to see the cooking of these economical cuts carried on before his or her eyes. In various ways, including the fireless cooker, the meats are prepared and shown as proof at first hand of the bargains the housewife can get by buying these cuts.

And to indicate how this is all possible, a part of the exhibit is devoted to by-products of various kinds and of a wide variety. Great interest has been shown in this part of the exhibit and in the poster telling that by-products, which packers have developed from fabrics formerly wasted, enable the packer to pay the producer more for his livestock and to sell the dressed meat at proportionately lower prices.

The Packers' and Sausage Manufacturers' Association of Chicago summarized their message in the slogan, "Serve Sausage, Satisfy and Save." Several attractive model retail meat counters containing an array of tempting kinds of sausage, including fresh liver sausage, tongue sausage, head cheese, and ham, were displayed.

Some of these display counters were

EXHIBIT OF THE CHICAGO PACKERS' AND SAUSAGE MANUFACTURERS' ASSOCIATION AT THE PAGEANT OF PROGRESS.

an education for consumers, who often order by telephone and do not realize what care can be taken to make meat displays attractive and sanitary. Any consumer who went through these exhibits came away with a keen sense of the achievements of the meat industry and the care taken to give the consumer the best product.

Among the features of the exhibit was a very attractive booklet devoted to telling the housewife that sausage will solve her problem with the unannounced guest. A selection of appetizing recipes is given for liver, fresh pork sausage, head cheese, frankfurts, blood sausage, bologna, minced ham and luncheon specialty.

The members of the Packers and Sausage Manufacturers of Chicago include the following: Oscar Mayer & Co., Arnold Bros., Zuegel Reiger Co., Ruprecht & Co., Real Sausage Co., Mid West Packing Co., Gabel Packing Co., United Butchers, Vienna Sausage Co., Agar Packing Co., Geo. Maier & Co., Hetzel & Co., Fulton Packing Co., Mutual Sausage Co., David Berg & Co., Jourdan Packing Co., Standard Sausage Co., Chicago Butcher Packing Co., Vette & Zuncker, Fuhrman & Forster, Herman Duntz Co., G. W. Zeiger & Co.

ONE SECTION OF EXHIBIT OF THE INSTITUTE OF AMERICAN MEAT PACKERS AT THE PAGEANT.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 7	19,091	2,287	39,939	20,929
Tuesday, Aug. 8	10,728	2,361	19,935	12,052
Wednesday, Aug. 9	12,358	1,810	19,898	18,567
Thursday, Aug. 10	9,277	2,782	14,469	11,464
Friday, Aug. 11	4,250	1,179	12,139	5,037
Saturday, Aug. 12	1,000	200	5,000	2,000
Total for week	56,704	10,619	111,380	70,049
Previous week	46,132	10,074	125,372	63,472
Year ago	47,775	11,545	122,201	77,632
Two years ago	49,370	11,542	106,368	109,658

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 7	4,731	395	7,128	947
Tuesday, Aug. 8	2,387	31	6,209	5,789
Wednesday, Aug. 9	3,775	66	3,401	4,019
Thursday, Aug. 10	3,310	81	2,643	4,197
Friday, Aug. 11	1,944	50	2,408	7,794
Saturday, Aug. 12	200	50	1,000	300
Total for week	16,347	673	22,789	22,996
Previous week	14,262	392	27,055	16,091
Year ago	16,831	607	37,750	10,424
Two years ago	19,933	1,028	25,837	40,099

Receipts at Chicago for the year tc August 12, 1922, with comparisons:

	1922.	1921.
Cattle	1,775,905	1,648,128
Calves	510,240	509,825
Hogs	4,960,640	5,120,459
Sheep	2,213,075	2,612,975

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Week ending August 12	468,000	17,656,000
Previous week	456,000	....
Cor. week, 1921	393,000	18,368,000
Cor. week, 1920	404,000	18,969,000
Cor. week, 1919	351,000	20,949,000
Cor. week, 1918	391,000	19,898,000
Cor. week, 1917	242,000	17,642,000
Cor. week, 1916	433,000	18,878,000
Cor. week, 1915	369,000	17,210,000
Cor. week, 1914	361,000	14,729,000

Combined receipts at seven points for week ending August 12, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending August 12	227,000	345,000	187,000
Previous week	182,000	356,000	192,000
1921	194,000	304,000	221,000
1920	188,000	309,000	293,000
1919	232,000	272,000	392,000
1918	190,000	321,000	215,000
1917	197,000	186,000	152,000
1916	190,000	347,000	216,000
1915	154,000	282,000	236,000
1914	165,000	262,000	258,000

Combined receipts at seven markets for year to August 12, with comparisons:

	Cattle.	Hogs.	Sheep.
1922	5,522,000	14,408,000	5,558,000
1921	5,023,000	14,441,000	6,470,000
1920	5,597,000	15,375,000	5,654,000
1919	6,208,000	17,336,000	6,585,000
1918	6,768,000	16,246,000	5,284,000
1917	5,610,000	14,554,000	5,225,000
1916	4,606,000	15,608,000	5,806,000
1915	4,011,000	13,175,000	5,613,000

Chicago packers' hog slaughter for week ending August 12, 1922:

Armour & Co.	10,500
Anglo-American	5,800
Swift & Co.	11,300
Hammond Co.	5,300
Morris & Co.	9,500
Wilson & Co.	7,800
Boyd-Lunham	4,700
Western Packing Co.	12,500
Roberts & Oake	4,200
Miller & Hart	4,100
Independent Packing & Provision Co.	5,500
Brennan Packing Co.	5,500
Wm. Davies Co.	1,700
Others	13,100
Total	101,500
Previous week	105,600
Two years ago	91,600
Three years ago	87,200

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending August 12	$ 9.55	$ 8.50	$ 6.25	$12.15
Previous week	9.65	9.20	6.00	12.50
Cor. week, 1921	8.70	9.75	4.75	10.20
Cor. week, 1920	14.90	14.80	7.85	13.35
Cor. week, 1919	*17.30	21.25	10.00	17.05
Cor. week, 1918	15.30	19.00	13.75	18.10
Cor. week, 1917	12.85	17.50	9.65	16.00
Cor. week, 1916	9.70	10.25	7.40	10.85
Cor. week, 1915	9.00	6.60	5.90	8.65
Cor. week, 1914	9.10	9.05	5.00	8.20
Cor. week, 1913	8.30	8.20	4.25	7.60
Cor. week, 1912	8.15	8.35	3.90	6.85
Cor. week, 1911	7.05	7.36	3.45	6.15
Average, 1911-1921	$10.95	$12.00	$ 6.95	$11.20

*Highest on record.

Prices at Chicago, Thursday, August 17:

CATTLE.

Beef Steers:	
Med. and heavy wt. (1,100 lbs. up)—	
Choice and prime	$10.50@11.00
Good	9.35@10.50
Medium	8.25@ 9.35
Common	6.40@ 8.45
Light weight (1,100 lbs. down)—	
Choice and prime	10.50@11.00
Good	9.35@10.40
Medium	8.10@ 9.35
Common	6.35@ 8.10
Butcher Cattle:	
Heifers, common choice	5.00@ 9.25
Cows, common choice	3.90@ 8.50
Bulls, Bologna and beef	3.75@ 6.65
Canners and Cutters:	
Cows and heifers	2.50@ 3.90
Canner steers	3.75@ 4.75
Veal Calves:	
Light and med. weight, med. good and choice	11.50@13.00
Heavy weight, common choice	4.50@ 8.50

HOGS.

Top	$ 9.85
Bulk of sales	7.75@ 9.75
Heavy weight (250 lbs. up), med. choice	8.25@ 9.35
Med. weight (200-250 lbs.), med. choice	8.75@ 9.70
Light weight (150-200 lbs.), com. choice	9.35@ 9.80
Light lights (130-150 lbs.), com. choice	9.25@ 9.70
Packing sows (250 lbs. up), smooth	7.45@ 8.20
Packing sows (200 lbs. up), rough	7.00@ 7.60
Killing pigs (130 lbs. down), med. choice	9.00@ 9.50

SHEEP.

Lambs (84 lbs. down), medium prime	$11.75@12.85
Culls and common	8.50@11.50
Yearling wethers	8.75@11.00
Wethers, medium prime	6.00@ 8.50
Ewes, medium choice	3.50@ 7.65
Culls and common	2.00@ 4.00
Breeding ewes	5.00@11.25
Feeding lambs, medium choice	11.50@12.50

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, AUGUST 12, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
Sept.—No trading.				
LARD—(Per 100 lbs.)—				
Sept.	$10.77½	$10.77½	$10.65	$10.75
Oct.	10.85	10.85	10.77½	10.77½
Jan.	9.05	9.05	9.02½	9.02½
RIBS—(Boxed 25c more than loose)—				
Sept.	9.92½	9.92½	9.92½	9.92½
Oct.	.....	.....	.....	9.40

MONDAY, AUGUST 14, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
Sept.—No trading.				
LARD—(Per 100 lbs.)—				
Sept.	10.75	10.75	10.67½	10.72½
Oct.	10.80	10.82½	10.72½	10.75
Jan.	9.00	9.00	8.90	8.90
RIBS—(Boxed 25c more than loose)—				
Sept.	.....	.....	.....	9.87½
Oct.	.....	.....	.....	9.40

TUESDAY, AUGUST 15, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
Sept.—No trading.				
LARD—(Per 100 lbs.)—				
Sept.	10.65	10.72½	10.65	10.70
Oct.	10.75	10.82½	10.75	10.75
Jan.	9.80	9.00	8.90	8.95
RIBS—(Boxed 25c more than loose)—				
Sept.	.....	.....	.....	9.87½
Oct.	.....	.....	.....	9.40

WEDNESDAY, AUGUST 16, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
Sept.—No trading.				
LARD—(Per 100 lbs.)—				
Sept.	10.70	10.75	10.70	10.72½
Oct.	10.80	10.82½	10.80	10.80
Jan.	9.10	9.10	9.00	9.00
RIBS—(Boxed 25c more than loose)—				
Sept.	9.85	9.85	9.85	9.85

THURSDAY, AUGUST 17, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
Sept.—No trading.				
LARD—(Per 100 lbs.)—				
Sept.	10.70	10.70	10.57½	10.65
Oct.	10.77½	10.77½	10.67½	10.72
Dec.	.....	.....	.....	9.32½
Jan.	9.00	9.02½	9.00	9.02½
RIBS—(Boxed 25c more than loose)—				
Sept.	.....	.....	.....	9.85

FRIDAY, AUGUST 18, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Sept.	10.57½-60	10.60	10.50	10.52½
Oct.	10.65	10.67½	10.62½	10.62½
Dec.	.....	.....	.....	9.35
Jan.	9.00-9.10	9.10	9.00	9.02½
RIBS—(Boxed, 25c more than loose)—				
Sept.	9.80	9.80	9.80	9.80

CHICAGO RETAIL FRESH MEATS

Corrected weekly by C W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3
Rib roast, heavy end	26	22	20
Rib roast, light end	35	28	22
Chucks roast	20	15	12
Steaks, round	35	30	23
Steaks, sirloin, first cut	45	38	30
Steaks, porterhouse	60	45	32
Steaks, flank	30	25	15
Beef stew, chuck	18	15	14
Corned briskets, boneless	20	18	20
Corned plates	12	10	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	42	30
Legs	45	33
Stews	20	12
Chops, shoulder	28	22
Chops, rib and loin	48	32

Mutton.

Legs	22	..
Stew	15	..
Shoulders	20	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg	@38
Loins, whole, 10@12 avg	@35
Loins, whole, 12 to 14	@33
Loins, whole, 14 and over	@30
Chops	@42
Shoulders	@20
Butts	@22
Spareribs	@15
Hocks	@15
Leaf lard, unrendered	@10

Veal.

Hindquarters	25 @30
Forequarters	12½ @18
Legs	25 @35
Breasts	12½ @18
Shoulders	16 @23
Cutlets	@42
Rib and loin chops	@35

Butchers' Offal.

Suet	@ 4
Shop fat	@ 2
Bones, per 100 lbs	@50
Calf skins	@18
Kips	@14
Deacons	@18

CURING MATERIALS.

	Bbls.	Sacks.
Refined saltpetre, gran	6¾	6⅝
Crystals	7¾	7⅝
Double refined nitrate of soda, f. o. b. N. Y. & S. F., carloads	4½	4⅜
Less than carloads, granulated	4¾	4⅝
Crystals	5¾	5⅝
Kegs, 100@130 lbs., 1c more	12½	
Boric acid, crystals to powdered, lbs.	11½	
Borax, crystals to powdered	7¼	6½

Sugar—	
Raw sugar, 96 basis	@ 5¾
Second sugar, 90 basis	@ 4⅝
Syrup, testing 63 to 65 combined sucrose and invert	@23
Standard, granulated, f. o. b. refinery (less 2 per cent)	@ 7.00
Plantation, granulated, f. o. b. New Orleans (less 2 per cent)	@ 6.90
White clarified, f. o. b., New Orleans (net)	@ 6¾
Yellow clarified, f. o. b., New Orleans (net)	@ 6⅝
Salt—	
Granulated, car lots, per ton, f. o. b., Chicago, bulk	$ 9.80
Medium, car lots, per ton, f. o. b., Chicago, bulk	11.30
Rock, car lots, per ton, f. o. b., Chicago	7.30

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending Aug. 19, 1922.	Cor. week, 1921.
Prime native steers	16 @17	16½@18
Good native steers	15 @16	15½@16½
Medium steers	13 @14	12 @15
Heifers, good	12 @16	13 @15
Cows	8 @11	10 @14
Hind quarters, choice	@23	@24½
Fore quarters, choice	@11	@12

Beef Cuts.

Steer Loins, No. 1	@34	@33
Steer Loins, No. 2	@32	@30
Steer Short Loins, No. 1	@42	@44
Steer Short Loins, No. 2	@40	@42
Steer Loin Ends (hips)	@28	@26
Steer Loin Ends, No. 2	@28	@25
Cow Loins	16 @24	@17
Cow Short Loins	22 @31	26 @32
Cow Loin Ends (hips)	15 @18	18 @20
Steer Ribs, No. 1	@24	@24
Steer Ribs, No. 2	@22	@22
Cow Ribs, No. 1	@17	@18
Cow Ribs, No. 2	@16	@16
Cow Ribs, No. 3	@10	@11
Steer Rounds, No. 1	@17	@17
Steer Rounds, No. 2	@16½	@15
Steer Chucks, No. 1	@11	@11
Steer Chucks, No. 2	@10	@ 9
Cow Rounds	13½@15	@13
Cow Chucks	7½@ 8	@ 6
Steer Plates	@ 8	@ 6
Medium Plates	@ 7½	@ 5
Briskets, No. 1	@16	@15
Briskets, No. 2	@12	@12
Steer Navel Ends	@ 4½	@ 4
Cow Navel Ends	@ 4	3 @ 3½
Fore Shanks	@ 4½	3½@ 4
Hind Shanks	@ 3½	@ 3
Rolls	@20	@28
Strip Loins, No. 1, boneless	@60	@55
Strip Loins, No. 2	@55	@45
Strip Loins, No. 3	@12	@22
Sirloin Butts, No. 1	@30	@33
Sirloin Butts, No. 2	@26	@28
Sirloin Butts, No. 3	16 @17	@26
Beef Tenderloins, No. 1	@75	@75
Beef Tenderloins, No. 2	@65	@65
Rump Butts	@20	28 @30
Flank Steaks	@17	@20
Boneless Chucks	@10	@10
Shoulder Clods	@15	@15
Hanging Tenderloins	@ 8	@ 8
Trimmings	@ 8	@ 8

Beef Product.

Brains, per lb	5½@ 8	4½@ 7
Hearts	5 @ 6	2¼@ 6
Tongues	28 @30	@28
Sweetbreads	34 @35	24 @28
Ox-Tail, per lb	4 @ 7	2 @ 8
Fresh Tripe, plain	@ 5	@ 4
Fresh Tripe, H. C.	@ 6½	@ 5
Livers	9¾@10	7 @ 9
Kidneys, per lb	@10½	@ 8

Veal.

Choice Carcass	18 @19	16 @17
Good Carcass	16 @17	12½@16
Good Saddles	20 @26	25 @28
Good Backs	7 @11	8 @11
Medium Backs	6 @ 8	4 @ 7

Veal Product.

Brains, each	6 @ 8	6 @ 8
Sweetbreads	56 @60	43 @45
Calf Livers	25 @32	28 @32

Lamb.

Choice Lambs	@26	@23
Medium Lambs	@23	@18
Choice Saddles	@32	@28
Medium Saddles	@30	@25
Choice Fores	@23	@20
Medium Fores	@21	@18
Lamb Fries, per lb	@26	@30
Lamb Tongues, each	@18	@18
Lamb Kidneys, per lb	@25	25 @28

Mutton.

Heavy Sheep	@ 9	@ 8
Light Sheep	@15	@14
Heavy Saddles	@14	@15
Light Saddles	@20	@20
Heavy Fores	@ 6	@ 6
Light Fores	@12	@ 8
Mutton Legs	@22	@18
Mutton Loins	@15	@20
Mutton Stew	@ 7½	@ 4
Sheep Tongues, each	@ 8	@18
Sheep Heads, each	@10	@10

Fresh Pork, Etc.

Dressed Hogs	@17	@16½
Pork Loins	@28½	@28
Leaf Lard	@12½	@13
Tenderloin	@47	@50
Spare Ribs	@ 8½	@ 7½
Butts	@17½	@17
Hocks	@12	@12
Trimmings	@14	@12
Extra lean trimmings	@ 9½	@16
Tails	@ 8	@ 7
Snouts	@ 5	@ 5
Pigs' Feet	@ 4½	@ 3½
Pigs' Heads	@ 7	@ 6
Blade Bones	@ 9	@ 9
Blade Meat	@11	@12
Cheek Meat	@ 9	6 @ 7
Hog Livers, per lb	4½@ 5	4 @ 6
Neck Bones	@ 3½	@ 4
Skinned Shoulders	@14½	13 @14
Pork Hearts	@ 5	@ 4
Pork Kidneys, per lb	@ 5	@ 4
Pork Tongues	@18	@12
Slip Bones	@ 9	@ 9
Tail Bones	@ 8	@ 9
Brains	7 @ 8	@ 8
Back fat	@12	12 @13
Hams	@22	@27
Calas	@16	@13½
Bellies	@24	@16

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons	**@22**
Country style sausage, fresh, in link	**@15**
Country style sausage, fresh, in bulk	**@14**
Country style sausage, smoked	**@17**
Mixed sausage, fresh	**@18**
Frankfurts in pork casings	**@13**
Frankfurts in sheep casings	**@15**
Bologna in beef bungs, choice	**@14**
Bologna in beef middles, choice	**@14**
Bologna in cloth, paraffined, choice	**@14**
Liver sausage in hog bungs	**@16**
Liver sausage in beef rounds	**@10**
Head cheese	**@11**
New England luncheon specialty	**@22**
Liberty luncheon specialty	**@16**
Minced luncheon specialty	**@14**
Tongue sausage	**@19**
Blood sausage	**@14**
Polish sausage	**@14**
Souse	**@14**

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@48
Cervelat, new condition, in hog bungs	**@16**
Cervelat, new condition, in beef middles	**@15**
Thuringer Cervelat	**@20**
Farmer	**@25**
Holsteiner	**@23**
B. C. Salami, choice	@43
B. C. Salami, new condition	**@20**
Milano salami, choice, in hog bungs	**@42**
Frisses, choice, in hog middles	**@39**
Genoa style salami	**@51**
Peperoni	**@33**
Mortadella, new condition	**@20**
Capricola	**@49**
Italian style hams	@42
Virginia style hams	@42

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	**5.75**
Large tins, 1 to crate	**6.50**
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	**7.00**
Large tins, 1 to crate	**8.00**
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate	**6.50**
Large tins, 1 to crate	**7.50**
Smoked link sausage in pork casings—	
Small tins, 2 to crate	**6.00**
Large tins, 1 to crate	**7.00**

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, per set	**.34**
Beef rounds, export, per set	**.40**
Beef middles, per set	**1.20**
Beef bungs, No. 1, per piece	.29
Beef bungs, No. 2, per piece	.19
Beef weasands, No. 1, per piece	.17
Beef weasands, No. 2, per piece	.09½
Beef bladders, small, per doz	**1.85**
Beef bladders, medium, per doz	**1.30**
Beef bladders, large per, doz	**1.40**
Hog casings, medium, f. o. s.	**.90**
Hog middles with cap, per set	**.18**
Hog middles, without cap, per set	**.16**
Hog bungs, export	.23
Hog bungs, large	**.13**
Hog bungs, medium	.08
Hog bungs, narrow	**.03⅛**
Hog stomachs, per piece	**.08**
Imported sheep casings, extra wide	
Imported sheep casings, medium wide	
Imported sheep casings, medium	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl	**14.00**
Honeycomb tripe, 200-lb. bbl	**16.00**
Pocket honeycomb tripe, 200-lb. bbl	**18.00**
Pork feet, 200-lb. barrel	14.00
Pork tongues, 200-lb. barrel	**45.00**
Lamb tongues, long cut, 200-lb. bbl	**43.00**
Lamb tongues, short cut, 200-lb. bbl	**48.00**

CANNED MEATS.

	No. ½.	No. 1.	No. 2.	No. 6.
Corned beef	**$ 1.75**	**$ 2.35**	**$ 3.25**	**$15.00**
Roast beef	....	**2.35**	**4.00**	**15.00**
Roast mutton	....	**2.40**	**4.75**	**16.50**
Sliced dried beef	**3.10**	**4.90**	....	....
Ox tongue, whole	....	....	**17.50**	**58.00**
Lunch tongue	**2.75**	**4.50**	**8.75**	**32.50**
Corn beef hash	**1.50**	....	**4.25**	....
Hamburger steaks with onions	**1.50**	**2.35**	**4.25**	....
Vienna style sausage	**1.15**	**2.25**	**4.15**	....
Veal loaf, medium size	**2.00**	....	....	....
Chili con carne with, or without, beans	....	**1.25**	....	....
Potted meats	**.80**	....	....	....

BARRELED PORK AND BEEF.

Mess pork, regular	26.00
Family back pork, 20 to 34 pieces	27.00
Family back pork, 35 to 45 pieces	27.50
Clear pork back, 40 to 50 pieces	24.50
Clear pork back, 50 to 60 pieces	23.50
Clear pork back, 20 to 35 pieces	21.50
Clear plate pork, 35 to 45 pieces	**21.00**
Bean pork	**19.50**
Brisket pork	23.00
Plate beef	**14.00**
Extra plate beef, 200-lb. barrels	**15.50**

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	**@19**
Cartons, rolls or prints, 1 lb	**@20**
Cartons, rolls or prints, 2@5 lbs	**@19½**
Shortenings, 30@60 lb. tubs	**@16**
Nut Margarine, prints, 1 lb	**@19**

DRY SALT MEATS.

Extra short clears	**@12**
Extra short ribs	**@12**
Short clear middles, 60 avg	@11¾
Clear bellies, 14@16 lbs	**@14**
Clear bellies, 18@20 lbs	@13
Clear bellies, 20@25 lbs	@12½
Clear bellies, 25@30 lbs	@12¼
Rib bellies, 20@25 lbs	@12½
Rib bellies, 25@30 lbs	@12
Fat backs, 10@12 lbs	@10¼
Fat backs, 12@14 lbs	@10¾
Fat backs, 14@16 lbs	@11
Regular plates	@ 8½
Butts	**@ 7½**

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs	@27
Skinned hams, fancy, 16@18 lbs	@30
Standard regular hams, 12@16 lbs	@24½
Picnics, 6@8 lbs.	@14¾
Breakfast bacon, fancy, 6@8 lbs	**@36**
Standard bacon, 6@8 lbs	**@28**
Standard bacon, 8@12 lbs	**26 @27**
Standard bacon, 12@14 lbs	**@23¼**
Standard bacon, strips, 6@7 lbs	**@23¾**
Cooked hams, choice, skin on, surplus fat off, smoked	@40
Cooked hams, choice, skinned, surplus fat off, smoked	@41
Cooked hams, choice, skinless, surplus fat off	@43
Picnics, skin on, surplus fat off, smoked	@24
Picnics, skinned, surplus fat off, smoked	@25
Loin roll	@42

FERTILIZERS.

	Per unit.
Ground dried blood	$ 4.25@ 4.35
Unground and crushed blood	4.00@ 4.15
Concentrated tankage, ground	**3.50@ 3.75**
Hoofmeal	3.25@ 3.35
Ground tankage, 10 to 11%	**3.65@ 3.75**
Ground tankage, 6½ to 9%	3.35@ 3.50
Crushed and unground tankage	**2.50@ 3.25**
Ground raw bone, per ton	34.00@36.00
Ground steamed bone, per ton	26.00@28.00
Unground steamed bone	20.00@22.00
Unground bone tankage	18.00@20.00

HORNS, HOOFS AND BONES.

	Per Ton.
No. 1 horns	**$225.00@250.00**
No. 2 horns	**175.00@200.00**
No. 3 horns	**75.00@125.00**
Hoofs, black and stripped	45.00@ 50.00
Hoofs, white	60.00@ 65.00
Grinding hoofs	30.00@ 32.00
Round shin bones, heavies	**100.00@110.00**
Round shin bones, light	**80.00@ 90.00**
Flat shin bones, heavies	**90.00@ 95.00**
Flat shin bones, lights	**75.00@ 80.00**
Thigh bones, heavies	100.00@115.00
Thigh bones, light	80.00@ 90.00
Skulls, jaws and knuckles	30.00@ 32.50

Note—Foregoing horns, hoofs and bones must be assorted, free from grease, hard and clean.

LARD (Unrefined).

Prime, steam, cash	@10.77½
Prime, steam, loose	@10.47½
Leaf, raw	@10.75
Neutral lard	13 @13¼

LARD (Refined).

Pure lard, kettle rendered, per lb., tcs	12 @12½
Pure lard	2 @12½
Compound	12¼@12½

Barrels, ⅛c over tierces; half barrels, ¼c over tierces; tubs and pails, 10 to 80 lbs., ¼c to 1c over tierces.

OLEO OIL AND STEARINE.

Oleo oil, extra	**11¼@11½**
Oleo stock	10¾@11
Prime No. 2, oleo oil	9½@10
Prime No. 2, oleo stock	**9 @ 9¼**
No. 3 oleo oil	**8½@ 9**
Prime oleo stearine, edible	9½@ 9¾
No. 2 oleo stearine, edible	8 @ 8¼

TALLOWS AND GREASES.

Edible tallow	8 @ 8¼
Choice country tallow	7 @ 7¼
Packers, prime, loose tallow	6¾@ 7
Packers, No. 1 loose, tallow	**6 @ 6¼**
Packers' No. 2 tallow	5¼@ 5½
White, choice grease	**7 @ 7¼**
White, "A" grease	**6¾@ 7**
Yellow grease, 10 to 15 per cent acid	5¾@ 6
Yellow grease, 15 to 30 per cent acid	5⅜@ 5⅝
Brown grease	5¼@ 5½
Crackling grease	**5¼@ 5½**
Bone, naptha extracted	4¾@ 5
House	5⅛@ 5⅜

VEGETABLE OILS.

Cottonseed oil—white, deodorized, in bbls.	12 @12¼
Yellow, deodorized, in bbls	**11¾@12**
P. S. Y., loose, Chicago	9½@ 9¾
P. S. Y., soap grade, loose	nom. 9 @ 9¼
Soap stock, bbls., concen., 65%, f. o. b. Texas	3½@ 4
Bakers' special cooking oil	**@13⅜**
Linseed oil, loose, per gal.	73 @76
Corn oil, loose	8 @ 8½
Soya bean oil, seller tank, f. o. b. coast	**9¾@10**
Cocoanut oil, seller tank, f. o. b. coast	7 @ 7¼

ANIMAL OILS.

Prime lard oil	13¼@13¾
Extra winter strained lard oil	**10¾@11¼**
Extra lard oil	**10¼@10¾**
Extra No. 1 lard oil	**9½@10**
No. 1 lard oil	**9 @ 9½**
No. 2 lard oil	**8¼@ 8¾**
Pure neatsfoot oil	12 @12½
Extra neatsfoot oil	**9½@10**
No. 1 neatsfoot oil	**9 @ 9½**
Acidless tallow oil	**9½@10**

COOPERAGE.

Ash pork barrels, black iron hoops	1.52½@1.55
Oak pork barrels, black iron hoops	1.67½@1.70
Ash pork barrels, galv. iron hoops	1.70 @1.75
Red oak lard tierces	1.92½@1.95
White oak lard tierces	2.10 @2.15
White oak ham tierces	@2.55

Retail Section

Kansas Retailers Organize by Districts

An active campaign to increase not only the membership, but also the business methods of the members and cooperation with packers in working out better merchandising methods, are some of the purposes of the Kansas Retail Butchers' Association. This energetic association, whose officers are Joe L. Browne, El Dorado, president; Fred L. Garland, Wellington, and I. N. Hershey, Olathe, vice-president, are starting to issue a regular bulletin to their members.

The first number announces their program. In order to accomplish the purpose mentioned the association is planning to divide the State into districts and hold district meetings. In the drive for members there will be a prize offered to the member who sends in the most new members.

The statement of the program to be followed is of such interest to retailers that it is given in part as follows:

In 1911, a few butchers met in Topeka and formed the Kansas Retail Butchers' Association. The first regular meeting was held later in Topeka and the following officers elected: President, G. C. Hill of Blue Rapids; secretary, Bert Thompson of Herington; treasurer, John Lanning of Topeka. Since that time, annual meetings have been held with the exception of one year.

Divide State Into Districts.

We are going to divide the state into districts and have district meetings. We will appoint a temporary chairman in each district who will see to it that all the butchers in his district are at meetings at which the president or secretary or both will be in attendance. The purpose of these meetings is to get the butchers together for one day and get them interested and acquainted and to iron out any troubles they may have. We will also make plans to put on a campaign to "eat more meat." The doctors have already demonstrated that meat is not only a necessity but that it is far the healthiest article of food.

There are one hundred and five counties in the state. We should have an average of not less than five members per county. If you will get busy, we can beat that.

The way to get members interested is to put them to work. We want every member to feel that he is the whole cheese and go out and get at least one or two new members. Do it now. The association needs your support. When in neighboring towns, call on the butchers and get them in. Lots of them will join if you ask them to.

Prize for Most Members.

Our association, we are glad to say, is solvent and as long as the present officers are in charge, it will stay that way. But that isn't good enough. We should have a few hundred dollars in the treasury to meet any emergency that may arise. Our organization is like our business; it takes money to run it.

At our last convention, it was the unanimous opinion of the members that any butcher doing an annual business of $50,000, should pay $10 annual dues, though this is optional with the member. The dues still remain $5 and the object is to put a little money in our treasury. Any member delinquent in dues will be reinstated and receipted for dues to 1923 by sending $5 to the Secretary. $8 pays membership dues for one year.

The association will pay the expenses of the member sending in the most new members before our next annual convention in El Dorado in May. Send the president or secretary names of good prospects so that we can send them our bulletin.

Cooperate With Packers.

The purpose of our organization is to bring about a better feeling among our fellow butchers and also with the packers. The packers are as necessary for us as we are to them. We want to eliminate trade abuses. We want to get rid of the peddler and the cold weather market.

We want only members that are capable and will run a strictly sanitary market. We have a legislative committee which will look after our interests in the legislature in conjunction with the board of health. Our association expects to work with the national livestock and meat board in their "Eat More Meat" campaign.

We decided at our Manhattan convention to affiliate with the United Master Butchers' Association. There was some objection but those who are familiar with the workings of the National Association believe that it is one of the most forward moves we have made.

It is just ten months till our next annual convention. Let's make our association bigger, better and more profitable.

JOE L. BROWNE, President.
FRED GARLAND, Secretary.
I. N. HERSHEY, Vice-Pres.

LOCAL AND PERSONAL.

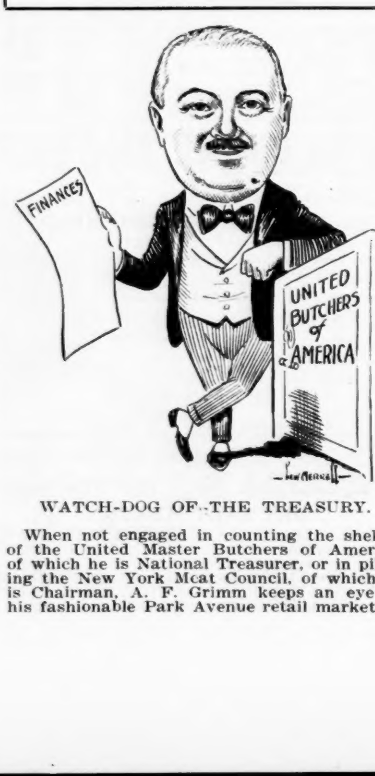
Everett Brooks of Prophetstown, Ill., has closed his market.

The Swall meat market of Mt. View, Calif., has been sold.

Jacob Schwamb has decided to reopen a meat market at Richfield, Wis.

F. S. Lemmon has purchased the Bera meat market at Grand Rapids, Mich.

Meat Trade Movies—No. 7



WATCH-DOG OF THE TREASURY.

When not engaged in counting the shekels of the United Master Butchers of America, of which he is National Treasurer, or in piloting the New York Meat Council, of which he is Chairman, A. F. Grimm keeps an eye on his fashionable Park Avenue retail market.

The North Star meat market building at Hayward, Wis., has been opened for business.

H. T. Ross has purchased the meat market of H. E. Allison at the Point Store, Indiana, Pa.

C. D. Moon has purchased the Will Hamlet meat market on South Fifth avenue, Mayfield, Ky.

The Randolph markets opened a branch store on East State street and Chestnut avenue, Sharon, Pa.

A new grocery and meat market has been opened by C. H. Dicks and Louis Sells at Nashua, Minn.

Dr. Guy Brown, until recently a dentist at Gering, Calif., has purchased the former O'Harra market there.

The Heinecke Co. have opened a model meat market at Swift avenue and Ninth street, Sheboygan, Wis.

The Rainker Bros. of Waverly, Iowa, have purchased the John Ackerman meat market at Dysart, Iowa.

J. J. Westerman and Clarence McFeron have opened a meat market in the Steve Pero building at Nashville, Ill.

Fred Christianson is the proprietor of the new Sanitary meat market at 1907 Fillmore street, Minneapolis, Minn.

The Smith's Metropolitan market at Watsonville, Calif., has made arrangements to have all stock slaughtered in that city.

Van's Ham & Bacon Co. is a new enterprise at Oakland, Calif., in the East Bay market. Fred Van Wambeke is the superviser.

Harry Rambo, Paris, Ill., has leased the Dr. Huston homestead on North Main street, and will remodel it as a meat market.

Clifford Smith of Marion, Ill., has purchased the Nat Carpenter meat market at Humboldt, Ill., having taken possession the early part of the month.

The Caldwell store on North Market street, Lisbon, Ohio, has been taken over by Dick Pritchard, who will reopen it and add a meat department.

Mrs. P. J. Cosby has purchased the Frank Canady meat market at Hillsboro, Ill. She will be assisted in conducting the business by her son, Bram.

At Lincoln, Nebr., the Boston market has been incorporated. The capital is $10,000 and the incorporators are S. Sanlovich, John Sanlovich and Mac Kattleman.

The R. P. Jones & Son meat market at 107 West Kemp street, Watertown, Wis., has been sold to J. P. Coyle. Earl Jones will remain to assist him in the shop.

Elmer Ropp of Kenny, Ill., has leased his butcher shop to Myrick & Humphrey of Chestnut, Ill., who will conduct this market in addition to his Chestnut market.

William McGovern and brothers have leased the Farmers' Store building, Arlington, Wash., where they will open a meat market under the firm name of McGovern's market.

The Andrew M. Goeden meat market, Madison, Wis., has been sold to C. F. Courtney, formerly with the Capital City meat market. Mr. Goeden will conduct a meat market at 621 University avenue.

Hans Hansen of Soscol District has taken over the building at Main and Third streets, Napa, Calif., which has been used by H. C. Horstmeyer as a grocery store. Mr. Hansen will convert the place into a meat and vegetable market.

The White House meat market has secured the quarters formerly occupied by the George Huntington candy store in the Balich Block, Santa Cruz, Calif. This market will be under the management of the Burnette Bros. of Oregon after a number of improvements have been made in the building.

M. J. Riley will open a meat market at Ames, Iowa.

D. Buch has opened a new meat market at Herman, Nebr.

J. J. Robson will open a meat market at Langdon, N. D.

M. Holland has opened a meat market at McCallsburg, Ia.

Lee Brosh has opened a meat market at Walnut Ridge, Ark.

F. Evans has engaged in the meat business at Russell, Kan.

Jerome Calvert has opened a meat market at Randolph, Nebr.

J. W. Newman will open a meat market at Clarks Hill, Ind.

A. P. Dipple of Chippewa Falls, Wis., reopened his meat market.

C. L. Garner has sold his meat market at Rison, Ark., to M. F. Stanfield.

Ed. Stucky will open a meat market in the Tesar building, Wauzeka, Wis.

Sharon, Pa., has a new meat market, known as the Ohio Street Market.

Leo N. Wolff has purchased the meat market of J. C. Knott at Chester, Ill.

R. Pena is adding a meat department to his grocery store at Graniteville, Calif.

Miller & Wilcoxson's meat market at Farmersville, Tex., was recently burned out.

M. Kirbey has purchased the meat business of R. M. Morgan, Pacific Junction, Iowa.

McGovern Bros. will open a meat market in the Farmers Store at Arlington, Wash.

The People's Meat Co., owned by Lempke & Colan, has opened for business at Ione, Wash.

G. O. Cupp has sold his meat market at Bloomfield, Iowa, to Jake Prather and J. E. Kough.

L. A. Anderson has sold his meat market at Fenton, Ia., to Underberg and Faltensen.

The Second Street Meat Market, Grand Island, Nebr., was recently opened for business.

C. L. Weber will add a meat department to his grocery store at South Alexandria, Pennsylvania.

Fritz and Henry Zweifel have purchased the Geo. M. Gunderson meat market at Boscobel, Wis.

J. E. Keefer is adding many improvements to his meat market at High Spire, Pennsylvania.

Robert McNabb and Frank and Geo. Zehner have opened a new meat market at Ashland, Ohio.

The Macklin meat market at Kearney, Neb., was recently damaged by fire to the extent of $6,000.

Glen Vanskyke and M. Onerstein have purchased the meat business of R. Vodicka at Dysart, Ia.

H. G. Douthett is adding a large addition to his meat market on Thirteenth street, New Brighton, Pa.

Barney Betlach has sold his meat market at Blooming Prairie, Minn., to Ed. Betlach and Gus Popelak.

John Beverly has sold his interest in the City meat market, Lucas, Kan., to his partner, J. D. Middlekaff.

Charles Ginnicks has sold his meat market at Sullivan, Ind., to E. H. Duffer, R. A. Duffer and W. G. Shepherd.

G. B. Whitby has purchased the meat market formerly conducted by Frank Harris on West street, Carlinville, Ill.

The City meat market, owned by J. T. Rose, at New Castle, Nebr., has been absorbed by the Beyeler meat market.

A. L. Sholtz of Shelby has purchased the C. A. Freiday market at Rising City, Nebr., which is known as the Palace market.

The Vaughan & Zimmerman Co. of Wauseon, Ohio, has been dissolved and the new firm is known as Vaughan & Son.

The meat market and grocery store of W. C. Gallaher, 1521 Twentieth St., Bakersfield, Calif., was recently opened.

Many improvements have been added to the meat market of Howard R. Sebastian, 145 North Glendale Ave., Glendale, Calif.

L. S. Wetjin of Tekamah, Nebr., has sold his interest in the City meat market, and the firm is now known as Larson Brothers.

Eli Mulzer will be in charge of the new grocery and meat market which the Labor Temple Grocery Co. have opened at Miami, Arizona.

Excavations are under way for the new Central Meat Market, owned by John Richards, to be located on Second street, Chappell, Nebr.

A fresh meat department has been added to the Grocerteria at Kewanee, Ill. Dominick Schneider, Jr., will be in charge of the meat department.

David C. Machett of Highland Park, Calif., is erecting a building at Avenue 50 and Pasadena avenue, to be used as a grocery and meat market.

New York Section

Alfred Brand, of M. Brand & Sons, is making a business trip through the West.

Edgar Heymann, dry sausage department, and J. Larsen, delivery equipment department, Morris & Company, Chicago, were in New York this week.

The New York delegation which stopped at Chicago visited the packing plant of Swift & Company and were entertained at dinner by officials of the company.

Edmund Schmelzer is proud of the fact that at Milwaukee he was ready promptly for all entertaining, as well as business sessions. One experience was enough for him.

R. C. Evans, district manager of Morris & Company at New York, will leave for a two weeks' vacation on Saturday, spending his time at Point Pleasant, N. J., with his family.

Philip Gerard has returned from the butchers' convention without any noticeable kinks. Dancing at the ball must have done the trick. Either that or Mrs. Gerard took mighty good care of him.

F. W. Pratt, of the New York district office of Wilson & Company, is on vacation. Mr. Pratt motored to Boston to see his mother, and from there will drive to Maine, visiting surrounding places of interest.

As an illustration of the old adage that one must learn by their own experience, James Waldron, of the Hudson County Branch, was left behind in Milwaukee, and was rather peeved that a whole day of his time in Chicago was wasted.

Raymond Curley, formerly of the New York credit department of Morris & Company, now located at Gunn's Limited, Toronto, Canada, paid the New York office a visit this past week. Needless to say his many friends were mighty glad to see him.

Due to the torrid weather of the past week only routine subjects were discussed at the meeting of Ye Olde New York Branch, U. M. B. A. The report of the national convention at Milwaukee was presented and received with much pleasure.

Joseph A. Beaupre, secretary and treasurer of the New York Butchers' Supply Co., Inc., celebrated his twenty-fifth wedding anniversary on August 17th. The officers and employes of the company presented Mr. Beaupre with a very large and handsome piece of silverware.

A. F. Grimm, national treasurer of the United Master Butchers of America, and chairman of the New York Meat Council, returned to business as though the convention had not interrupted the usual routine. This probably is accounted for by the fact that he does everything in the same quiet, dignified manner.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending August 12, 1922: Meat—Manhattan, 4,432½; Brooklyn, 31; The Bronx, 56; Queens, 555; total, 5,074½. Fish—Brooklyn, 65; total, 65. Poultry and game—Manhattan, 77; Queens, 90; Richmond, 25; total, 192.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Aug. 17, 1922, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	$16.50@17.00	$18.00@18.50	$18.00@18.50	$.....@.....
Good	15.50@16.00	17.00@17.50	16.00@18.00	16.00@17.00
Medium	14.00@15.00	14.00@16.00	13.00@15.00	12.00@15.00
Common	9.00@11.00	10.00@11.00	10.00@12.00	8.00@10.00
COWS:				
Good	11.00@12.00	12.00@12.50	11.00@12.50	9.00@10.00
Medium	10.00@10.50	10.00@11.00	9.00@10.00	8.00@ 9.00
Common	7.00@ 9.50	9.00@ 9.50	8.00@ 9.00	7.00@ 8.00
BULLS:				
Good	.....@.....	.....@.....	.....@.....	.....@.....
Medium	.....@.....	.....@.....	8.00@ 9.00	.....@.....
Common	6.50@ 7.00	.....@.....	6.00@ 8.00	6.50@ 7 00
Fresh Veal*—				
Choice	19.00@20.00	.....@.....	18.00@21.00	.....@.....
Good	17.00@18.00	.....@.....	15.00@17.00	17.00@18.00
Medium	14.00@15.00	.....@.....	13.00@14.00	14.00@16.00
Common	10.00@12.00	9.00@11.00	12.00@13.00	12.00@14.00
Fresh Lamb and Mutton—				
LAMBS:				
Choice	26.00@27.00	26.00@27.00	26.00@28.00	28.00@29.00
Good	24.00@25.00	25.00@26.00	24.00@25.00	26.00@27.00
Medium	21.00@23.00	20.00@22.00	23.00@24.00	23.00@25.00
Common	15.00@18.00	15.00@18.00	16.00@22.00	15.00@18.00
YEARLINGS:				
Good	.....@.....	22.00@23.00	.....@.....	.....@.....
Medium	.....@.....	21.00@22.00	.....@.....	.....@.....
Common	.....@.....	.....@.....	.....@.....	.....@.....
MUTTON:				
Good	14.00@15.00	13.00@15.06	14.00@17.00	16.00@18.00
Medium	10.00@12.00	10.00@12.00	12.00@13.00	15.00@16.00
Common	6.00@ 8.00	7.00@ 9.00	8.00@11.00	10.00@12.00
Fresh Pork Cuts—				
8-10 lb. average	27.00@28.00	23.00@24.00	25.00@27.00	25.00@27.00
10-12 lb. average	24.00@25.00	21.00@22.00	24.00@25.00	23.00@25.00
12-14 lb. average	21.00@22.00	20.00@21.00	20.00@22.00	19.00@21.00
14-16 lb. average	17.00@19.00	18.00@19.50	18.00@19.00	17.00@19.00
16 lb. over	14.00@16.00	14.00@16.00	15.00@17.00	.....@.....
SHOULDERS:				
Plain	.....@.....	.....@.....	.....@.....	.....@.....
Skinned	13.50@14.50	.....@.....	15.00@16.00	14.00@15.00
PICNICS:				
4-6 lb. average	14.00@14.50	15.00@15.50	.....@.....	.....@.....
6-8 lb. average	13.00@14.00	14.00@15.00	15.00@16.00	.....@.....
BUTTS:				
Boneless	.....@.....	.....@.....	.....@.....	.....@.....
Boston style	16.50@17.50	.....@.....	18.00@19.00	16.00@18.00

*Veal prices include "hide on" at Chicago and New York.

The genial George J. Edwards, general manager New York territory, Swift & Company, is having a two weeks' vacation, fishing and playing golf. George would rather play golf than eat, and he can play it either right or left-handed.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending August 12, 1922, on shipments sold out, **ranged** from 8.50 cents to 18.00 cents per pound, and **averaged** 14.11 cents per pound.

The Scheid Engineering Corporation, 90 West street, New York City, has been appointed metropolitan and export representative for the Franklin Moore Company, Winsted, Conn., manufacturers of material handling machinery for industrial plants.

EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Agricultural Economics as follows:

Eastern fresh meat trade has been very uneven. The trend at Philadelphia was upward on all classes and closing prices there were mostly $1 to $2 above a week ago. New York held Monday's advance fairly well. Unusually warm weather at Boston had a depressing effect on that market and after Monday the tendency on all meats, except beef, was toward lower levels.

With choice and good steers relatively scarce, prices on these grades ruled generally strong to higher, some sales at New York and Philadelphia reaching $19. A sharp advance of $4 to $5 on ribs and loins and an unevenly higher market on forequarters at Boston, placed all cuts, except rounds, in a generally strong position. Medium and common grades, which constituted the bulk of receipts, were generally steady with Monday, until near the close, when some concessions were made. The light offerings of cows were moved at prices steady to 50c higher than the previous week. The light and irregular receipts of bulls were sold on a declining market, with New York showing the greatest weakness. Except New York, where declines of $1.50 to $2 were registered after midweek, kosher markets were generally steady.

The better grades of veal of desirable weight were scarce at all markets and prices ruled generally firm. Lower grades and the heavyweights met an indifferent demand, but price ranges for the week were practically unchanged.

Although lamb receipts were barely up to normal, all markets, except Philadelphia, where gains from $1 to 2 were made. were dull and slow. Declines of $1 to $2 after midweek were registered at both New York and Boston, with closing conditions weak.

All mutton markets continued slow, but generally steady with a week ago. Handyweights found ready sale, at firm prices, while heavy, fat bucks and hews were hard to move.

With only limited quantities of fresh pork offered, markets were unsettled, and price ranges were widened. Heavy loins were fairly steady at Philadelphia, others uneven. Light averages elsewhere were barely sufficient for the demand, while heavies were hard to move. Shoulder cuts were only offered at intervals, with the tendency mostly downward. Philadelphia closed practically $2 higher on loins than last Friday. New York steady and Boston $1 to $2 lower.

NEW ZEALAND MEAT TRADE.

(Continued from page 21.)

In addition to the Dominion government inspectors who closely watch the carcasses as they go through the various processes, the freezing companies also employ their own men to see that the reputation of the works does not suffer through lack of uniformity in dressing.

Two Classes of Abattoirs.

In New Zealand there are two classes of killing establishments both of which are under strict supervision of government inspectors appointed by the Department of Agriculture.

In the first place, there are the local abattoirs for the killing of meat for local consumption within the area controlled by the local authorities where these killing establishments are located. These abattoirs may be the property of the city or borough council as the case may be, and carries on under the authority vested in them by the "Slaughtering and Inspection Act," and the regulations regarding slaughterhouses as contained in the same act.

In the second place, there are the freezing plants owned by the freezing and export meat companies, whose slaughtering arrangements are more extensive than those of the abattoirs mentioned above, some of the plants being capable of killing 10,000 lambs per day in addition to cattle. These export freezing works are licensed under the "Slaughtering and Inspection Act" and are subject to exactly the same methods of inspection by Government inspectors as are the abattoirs. In addition to the supervision exercised by qualified veterinary inspectors appointed by the Department of Agriculture, that Department also has the power to make alterations in any methods used, which it may consider necessary for the proper conduct of the business on healthful sanitary lines.

Rest Stock Before Killing.

In nearly every case in New Zealand, it is the practice to allow the animals to stand in the stock yards attached to the works for a day before killing with only water to drink. This eliminates any excess of animal heat through over feeding immediately before killing.

The methods of killing are identical in both the abattoirs and freezing works. The stock is purchased either at the local sales yards or direct from the farmers in the country. All the plants are equipped with ample accommodation for holding large quantities of stock while awaiting killing.

Stock slaughtered at a meat export house can be sold for consumption in the area where there is also a municipal abattoir upon payment of the statutory fee charged by the abattoir.

Recent Export Statistics.

A very substantial increase took place in the number of lambs, and a considerable decrease in the number of sheep and cattle, slaughtered at meat export plants, principally for export, during the twelve months ended March 31, 1921, compared with the previous twelve months, as shown by the following table:

	March 31, 1921.	March 31, 1920.
Cattle	194.089	256,459
Sheep	3,671,182	4,658,897
Lambs	3,433,101	3,139,238

The distribution of the dressed carcasses among the abattoirs and meat-export slaughterhouses during the year ended March 31, 1921, was as follows:

	Abattoirs.	Meat-export slaughter houses.	Bacon factories.
Cattle	111,274	194,083	.....
Calves	21,896	6,525	.....
Sheep	666,196	3,671,182	.....
Hogs	64,002	40.590	25,895
Lambs	104,134	3,433,101	.....

At ordinary slaughterhouses the stock killed in the last year was as follows: Cattle, 61,202; calves, 1,887; sheep, 278,-142; hogs, 13,189; lambs, 26,735.

In addition, 26,024 carcasses of pigs were killed and dressed by farmers under the exemption clause of the "Slaughtering and Inspection Act" and sent to the butchers shops and small bacon factories.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good to prime	8.60@9.20
Cows, common to choice	1.25@5.50
Bulls, common to choice	4.25@5.75

LIVE CALVES.

Calves, veals, prime, per 100 lbs.	13.50@14.00
Calves, veals, common to medium	9.00@12.00
Calves, veals, culls, per 100 lbs.	7.00@ 8.50

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	14.25@14.50
Sheep, ewes, prime, 100 lbs.	6.25@ 6.50
Sheep, ewes, common to good, per 100 lbs	3.50@ 6.00
Sheep, wethers	6.50@ 7.50

LIVE HOGS.

Hogs, heavy	10½@10¾
Hogs, medium	@10½
Hogs, 140 lbs.	@11
Pigs, under 70 lbs.	@11½
Roughs	@ 8½

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	@18
Choice, native, light	@18
Native, common to fair	16 @17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native steers, 600@800 lbs.	@16
Native choice yearlings, 400@600 lbs.	18 @19
Western steers, 600@800 lbs.	14 @16
Texas steers, 400@600 lbs.	9 @12
Good to choice heifers	16½@17½
Choice cows	@12
Common to fair cows	9 @11
Fresh bologna bulls	7 @ 7½

BEEF CUTS.

	Western.	City.
No. 1 ribs	@22	21 @22
No. 2 ribs	@15	20 @21
No. 3 ribs	@12	18 @19
No. 1 loins	@29	27 @29
No. 2 loins	@22	25 @26
No. 3 loins	@14	22 @24
No. 1 hinds and ribs	22½@24	22½@24
No. 2 hinds and ribs	21 @22	21 @22
No. 3 hinds and ribs	14 @16	19 @20½
No. 1 rounds	@15	@17
No. 2 rounds	@12	@16
No. 3 rounds	@10	@15
No. 1 chucks	@13	12 @13
No. 2 chucks	@ 9	@11
No. 3 chucks	@ 6	7 @ 8
Bolognas	@ 6	8 @ 9

Rolls, reg., 6@8 lbs. avg	22 @23
Rolls, reg., 4@6 lbs. avg	17 @18
Tenderloins, 4@5 lbs. avg	60 @70
Tenderloins, 5@6 lbs. avg	80 @90
Shoulder clods	10 @11

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	@30
Veals, country dressed, per lb.	22 @23
Western calves, choice	21 @22
Western calves, fair to good	16 @20
Grassers and buttermilks	12 @15

DRESSED HOGS.

Hogs, heavy	@16½
Hogs, 180 lbs.	@16½
Hogs, 160 lbs.	@17
Hogs, 140 lbs.	@17¼
Pigs, 80 lbs.	@17¼

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	27 @28
Lambs, poor to good	17 @26
Sheep, choice	17 @18
Sheep, medium to good	12 @15
Sheep, culls	10 @12

SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @27
Hams, 10@12 lbs. avg.	@26
Hams, 12@14 lbs. avg.	26 @27
Picnics, 4@6 lbs. avg.	16 @17
Picnics, 6@8 avg., per lb.	15½@16
Rollettes, 6@8 avg., per lb.	18¾@19
Beef tongue, light	35 @40
Beef tongue, heavy	43 @45
Bacon, boneless, Western	25 @26
Bacon, boneless, city	25 @26
Pickled bellies, 10@12 lbs. avg.	17 @18

FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.	@25
Frozen pork loins, 10@12 lbs. avg.	@23
Fresh pork tenderloins	48 @50
Frozen pork tenderloins	45 @48
Shoulders, city, 10@12 lbs. avg.	16 @17
Shoulders, Western, 10@12 lbs. avg.	16 @17
Butts, boneless, Western	22 @23
Butts, regular, Western	19 @20
Fresh hams, city, 8@10 lbs. avg.	23 @24
Fresh hams, Western, 10@12 lbs. avg.	22 @23
Fresh picnic hams, Western, 6@8 lbs. avg.	@15
Extra lean pork trimmings	@17
Regular pork trimmings 50% lean	@10
Fresh spare ribs	10½@12
Raw leaf lard	@14

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	125.00@135.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	100.00@110.00
Black hoofs, per ton	45.00@ 50.00
Stripped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	80.00@ 90.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	110.00@125.00
Horns, avg. 7½ oz. and over, No. 1s.	225.00@275.00
Horns, avg. 7½ oz. and over, No. 2s.	175.00@200.00
Horns, avg. 7½ oz. and over, No. 3s.	100.00@150.00

FANCY MEATS.

Fresh steer tongues, L.C., trm'd	@40c	a pound
Fresh steer tongues, untrimmed.	@37	a pound
Calves, heads, scalded	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@40c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@ 6c	each
Livers, beef	@14c	a pound
Oxtails	@10c	a pound
Hearts, beef	@ 8	a pound
Beef hanging tenders	@12c	a pound
Lamb fries	@10c	a pair

BUTCHER'S FAT.

Ordinary shop fat	@ 2
Breast fat	@ 4
Edible suet	@ 5
Inedible suet	@ 4
Shop bones, per cwt	20 @25

SPICES.

	Whole.	Ground
Pepper, Sing., white	14½	17½
Pepper, Sing., black	10¼	13¼
Pepper, red	36	40
Allspice	5¼	8¼
Cinnamon	11½	15½
Coriander	7	10
Cloves	31	36
Ginger	12	15
Mace	50	55

CURING MATERIALS.

	Bbls.	Double bags.
In lots of less than 25 bbls.:		
Refined saltpetre, granulated	6¾	6⅝
Refined saltpetre, small crystals	7¾	7⅝
Refined nitrate soda, granulated	4¾	4⅝
Refined nitrate soda, crystal	5½	5⅝
25-bbl. lots:		
Refined saltpetre, granulated	6⅝	6½
Refined saltpetre, small crystals	7⅝	7½
Refined nitrate soda, granulated	4⅝	4½
Refined nitrate soda, crystal	5⅜	5¼
Carloads:		
Refined nitrate of soda, granulated	4½	4⅜
Refined nitrate of soda, crystals	5¼	5⅛

GREEN CALFSKINS.

	5-9 lbs.	9½-12½ lbs.	12½-14 lbs.	14-18 lbs.	18 lbs. up.
Prime No. 1 veals	21	2.40	2.80	3.15	3.65
Prime No. 2 veals	19	2.20	2.55	2.90	3.40
Buttermilk No. 1	18	2.10	2.55	2.90	....
Buttermilk No. 2	16	1.90	2.35	2.70	....
Branded, grubby	14	1.65	1.85	2.05	2.25
No. 3	At value				

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 to 65 lbs. to dozen, lb.	27 @28
Western, 48 to 54 lbs. to dozen, lb.	27 @28
Western, 43 to 47 lbs. to dozen, lb.	26 @27
Western, 36 to 42 lbs. to dozen, lb.	23 @24
Western, 30 to 35 lbs. to dozen, lb.	21 @22
Western, under 30 lbs. to dozen, lb.	20 @21
Fowls—Fresh—dry packed, corn fed—12 to box.	
Western, 60 to 65 lbs. to dozen, lb.	26 @27
Western, 48 to 54 lbs. to dozen, lb.	26 @27
Western, 43 to 47 lbs. to dozen, lb.	24 @25
Western, 36 to 42 lbs. to dozen, lb.	22 @23
Western, 30 to 35 lbs. to dozen, lb.	20 @21
Western, under 30 lbs. to dozen, lb.	19 @20
Fowls—Fresh—dry packed, corn fed—barrels.	
Western, dry packed, 5 lbs. and over, lb.	25 @26
Western, dry packed, 4½ lbs. each, lb.	25 @26
Western, dry packed, 3½ lbs. each, lb.	22 @23
Western, dry packed, 3 lbs. and under, lb.	19 @20
Old Cocks—Fresh—dry packed—boxes or bbls.	
Western, dry picked, boxes	17 @18
Western, scalded, barrels	@17
Ducks, Long Island Spring	@25
Squabs—	
White, per lb.	60 @65
Dark, per lb.	35 @50
Culls, per lb.	20 @30

LIVE POULTRY.

Fowls, via express	@27
Spring broilers, colored, large, via express.	@35
Old roosters	@16
Ducks, via express	23 @24
Turkeys, via express	@35
Geese, via express	14 @17
Pigeons, per pair	@30
Guineas, per pair	@65

BUTTER.

Creamery (92 score)	@34½
Creamery (higher scoring lots)	35 @35½
Creamery, firsts	32½@33½
Creamery, second	28½@30
Creamery, lower grades	27 @28

EGGS.

Fresh gathered, extras, per doz.	29 @31
Fresh gathered, extra firsts	26 @28
Fresh gathered, firsts	24 @25
Fresh gathered, checks, fair to choice, dry	16½@17½
Fresh gathered, dirties, No. 1	18½@19

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	35.00@38.00
Bone meal, raw, per ton	42.00@45.00
Dried blood, high grade	4.50@ 4.75
Nitrate of soda—spot	@ 2.40
Bone black, discard, sugar house del., New York, per ton del'd N. Y....nom.	16.00@20.00
Ground tankage, N. Y., 9 to 12 per cent ammonia	4.50@ 4.75
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore	4.00@ 4.10
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime	@ 4.45
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c per unit available phos. acid)	3.00 and .50
Sulphate ammonia, for shipment, per 100 lbs., guar., 25 per cent in bags, f.o.b. works	3.20@ 3.40
Muriate of potash, 80-85%, per unit K_2O	.65@ .70
Sulphate of potash, 90-95%, per unit K_2O	@ .90

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of August 5 to August 11, 1922:

	August 5.	7.	8.	9.	10.	11.	
Chicago	33½	33½	32	31½	32½	33	—½
New York	34½	34	33½	33½	34	34	..
Boston	36	35½	35	35	35	35	—½
Phila.	35	35	34	33½	34½	34½	—½

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

August 5.	7.	8.	9.	10.	11.	
32¼	32¼	31¼	31¼	32	32¾	+½

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1922.	Since Jan. 1, 1921.
Chicago	46,929	42,326	36,980	1,920,932	1,674,336
New York	57,309	63,260	50,063	2,226,619	1,718,080
Boston	19,359	18,276	18,554	809,267	651,804
Phila.	14,429	14,353	9,334	586,997	486,686
Total	138,026	138,215	114,931	5,543,815	4,530,906

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Aug. 11.	Cor. day of week, 1921.
Chicago	361,395	29,849	26,872,940	24,626,396
New York	171,554	51,210	17,464,118	12,053,894
Boston	105,111	85,766	13,158,137	10,450,531
Phila.	58,680	46,116	4,606,404	3,622,400
Total	696,740	212,941	62,101,599	50,753,221